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ALTHOUGH the United States is the world's leading exporting nation, fewer than 1 out of 25 American manufacturing firms earned a share of our $19.5 billion export business in 1961. Yet it is decidedly in our national interest to export the products of our competitive enterprise system to every corner of the Free World.

A substanial increase in United States international trade will help solve our balance of payments problem. It will create employment and contribute to economic growth. And it will strengthen our relationships with many other freedom-loving nations.

The United States Government is encouraging our businessmen to become more active in world trade, and the new INTERNATIONAL COMMERCE is indicative of this increasing interest. I hope it will be read—and used—by ever-growing numbers of American businessmen.

JOHN F. KENNEDY
President of the United States

THERE IS NEED for a larger membership among those businessmen in America who have their eyes on new horizons. The need is for companies interested in consumers from Australia to Zanzibar, seeking dollars wherever they can be earned. The Department is tooled up to secure such men through a variety of programs.

The new INTERNATIONAL COMMERCE has been re-cast to serve businesses which are or should be oriented toward the world market. It will give manufacturers and exporters practical, up-to-the-minute information on opportunities in export trade, investment, licensing, joint ventures, and much more.

INTERNATIONAL COMMERCE has but one objective—to help American businessmen make money overseas. This is the criterion by which every item for this publication is judged. The new magazine will retain such long-established features as country and commodity data, but will also publish articles about specific international marketing problems and individual "case-history" profiles of large and small American firms doing business overseas. It will also explain how the Administration views the changing world picture and the programs being adopted to help meet the challenges.

I believe that every manufacturer and exporter interested in earning a fair share of America's fast growing overseas trade will want to have the new INTERNATIONAL COMMERCE on his desk every week.

LUTHER H. HODGES
Secretary of Commerce

DEPOSITED BY THE
UNITED STATES OF AMERICA

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of Commerce

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ABOUT THE COVER

This week's cover shows the evolution of INTERNATIONAL COMMERCE from its first beginnings, as a series of consular reports published in 1880 under President Rutherford B. Hayes, through to the present day. Also shown are editions of *Foreign Commerce Weekly* as it appeared during the administrations of Franklin D. Roosevelt and Dwight D. Eisenhower.

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Business Bulletins *from around the world*

BRAZIL—Coordinating Commission for Alliance for Progress (COCAP) established, with representatives of Presidency, Prime Minister, and various ministries and agencies. COCAP will assist government and private groups to prepare projects for which foreign aid is sought.

FRANCE—Three largest French producers of aluminum semifinished products, Cegedur, Trefileries et Laminoirs du Havre, and Compagnie Francaise des Metaux announce joint project for building large continuous-strip aluminum rolling mill at Colmar in Eastern France. New subsidiary company, Rhenalu, will be established to handle mill's production of about 50,000 tons annually, helping aluminum industry meet growing demand in France and Common Market.

Styrene production of 25,000 tons and polystyrene production of 10,000 tons a year planned by Société Nationale des Pétroles d'Aquitaine, exploiter of natural gas at Lacq.

GHANA—Government soon to start telex service in Accra, equipment reportedly costing £70,000 ($196,000).

Construction by British firm of £1.7 million ($4.8 million) steel plant at Tema to begin soon and be completed in 2 years. Will produce rods, bars and steel rails from iron scrap.

INDIA—Esso Standard Eastern to merge marketing and refinery companies in single company incorporated in India. Shares may be offered to Indian public. Company foresees expansion and development of industry and seeks Government approval of plans.

Burmah-Shell to convert to rupee company and invite Indian equity participation.

Government's heavy electrical equipment plant at Bhopal, Madhya Pradesh, in year ended March 1962 produced $4.2 million worth of equipment, against $7.3 million target. Plan calls for $52.5 million annual production rate by March 1966. Expansion to $109.2 million a year by 1969-1970 under consideration.

Production halted in May at Rumanian-financed public sector refinery at Nunmati, Assam, because of mechanical problems and shortage of sulphuric acid for sulphur dioxide plant. Transport of crude by pipeline from Nahorkatiya field stopped for lack of storage facilities at refinery.

Government has appointed M. N. Dastur and Co. of Calcutta as technical consultants for planning and developing iron and steel industry, including ferroalloys.

IRAQ—Marked increase in Soviet Bloc trade took place in 1961. Total Soviet Bloc imports amounted to ID 14.6 million ($40.8 million), up ID 1.1 million ($3 million) over total 1960 imports. Total Iraqi exports, excluding oil, reached ID 1.6 million ($4.4 million) in 1961, increase of ID 1.1 million ($3 million) over total 1960 exports.

IRELAND—Continental Can Co. obtains $500,000 equity in J. Smurfit & Sons, Dublin, largest manufacturer of corrugated board and cardboard in Ireland.

Philips Electrical, Ltd., local subsidiary of Dutch electrical and electronic group, to establish second Dublin factory producing electronic components for export to EEC countries through Philips group marketing channels.

LIBYA—Oasis Co. (Libyan operator for Amerada Petroleum Corp., Continental Oil Co. and Ohio Oil Co.) to build 32-inch line extension of Sidrah Pipeline System 150 miles from Concession 32 to Concession 59. Sidrah System, running from Dahra field in Concession 32 to Es Sider deep-water terminal, to begin operating this month and be finally completed by end 1962. Extension to be operating by mid-1963.

Quality controls on agricultural exports, especially peanuts and olive oil, now rigidly enforced under supervision of United Nations FAO technicians.

MALAYA, FEDERATION OF—New sugar refining firm, United Malay States Sugar Industries, Ltd., to start production of cane and beet sugar near Kuala Lumpur sometime in 1963. Peak production to be 150 tons a day, about one-sixth of Malaya's daily consumption. Another sugar refining company, joint Malayan-Japanese enterprise, also slated to begin production in 1963.

MAURITANIA—Construction of MIFERMA iron-ore-complex port facilities, railroad and mine site, on schedule. First iron ore shipment expected in mid-1963. Production to be 4 million tons in 1963, increasing to 10 million by 1966.

NETHERLANDS—N. V. van Gelder and Zonen, leading newsprint maker, to merge completely with Royal Berghuizer Paper Works, producer of wrapping and other paper. Van Gelder also announced plans to acquire all share capital in cardboard manufacturing firm, N. V. Eerst Zanlandse Cartonnarge Fabriek.

Van der Giessen Shipyard will effect merger by acquiring all share capital of smaller company, Werf de Noord of Alblassendam.

Fokker and Amsterdam Shipyards, Ltd., Gr. de Vries Lentsch, Jr., have formed Fokker de Vries Lentsch Trading Company, Ltd., for sale of plastic yachts built by both.

PANAMA—Cattlemen's Association, Panama Canal Co., and Canal Zone Government officials met in Panama City to consider program under which Panama milk producers would supply some of milk for Zone Market. This program to be part of gradual phasing-out of Canal Zone Government's Mindi Dairy.

PARAGUAY—Import agency established in Asuncion to represent 50 Yugoslav export firms handling automobiles, heavy and light machinery, electrical appliances, textiles, petroleum products, and many others.

PHILIPPINES—Two new flour mills with capacity of 400,000 50-lb. bags monthly to go into operation soon, bringing total normal production capacity to 1.45 million bags monthly—sufficient to meet existing demand.

SOUTH AFRICA, REPUBLIC OF—General Motors recently pioneered production of automobile radiators as components for locally assembled vehicles after completing a $336,000 (R240,000) expansion at Port Elizabeth plant.

THAILAND—United Flour Mill plant of 150 tons daily capacity dedicated at Thonburi, Bangkok suburb. German firm designed layout and will supply machinery. Samples of tapioca flour and Canadian, Australian and American wheat flour on display.

Visiting trade delegation recently announced Austrian plans to establish local assembly plant for Steyr automobiles, trucks and motorcycles.

'STAFF' OF 650

New 'International Commerce' traces its history back to Rutherford B. Hayes

Fast, accurate publication of business news to better serve international marketers is goal of new Commerce publication

By JACK N. BEHRMAN

Assistant Secretary of Commerce for International Affairs

In 1880, the U. S. consul at Sierra Leone advised U. S. business on methods of increasing trade with the West Coast of Africa. "Samples," he said, "are best" (and pictures second-best).

His advice, written in longhand on foolscap and carried to the U. S. by sailing vessel, appeared in the first issue of *Consular Reports*, ancestor of the new INTERNATIONAL COMMERCE.

In that year, 1880, U. S. exports totaled less than $1 billion.

Today, as INTERNATIONAL COMMERCE makes its debut, U. S. exports have climbed to close to $20 billion annually. Yet the mandate of this magazine's 275 "overseas correspondents" today is virtually unchanged:

To "enlarge U. S. Trade . . . by gathering information . . . so that our merchants, manufacturers, agriculturalists, exporters and importers shall fully understand the peculiarities, wants and requirements of (overseas) markets, as well as the best methods of reaching the same . . ."

Today, marketing information gathered by U. S. Commercial Attaches abroad moves with the speed of instantaneous telegraph and the transoceanic jet. At home, it is expertly analyzed by more than 300 Commerce Department country and commodity specialists, and quickly prepared for publication and distribution to the business community of the nation.

This is no mere luxury. It is an absolute necessity if the United States is to take advantage of the unparalleled trade opportunities unfolding throughout the Free World.

Unmatched opportunity

Today, expanded export trade offers an unmatched opportunity for economic growth tomorrow.

We are still the world's champion trading nation—the largest importer and the largest exporter—but only a tiny fraction of our businessmen are reaching out to tap the vast markets that are opening up in Latin America, in Africa, in Asia and in a resurgent Europe.

The simple fact is that only about 1 out of 20 American manufacturers took part in our 1961 export trade of $19.5 billion.

The basic objective of our new INTERNATIONAL COMMERCE is to help American businessmen make money overseas by pinpointing specific business opportunities for specific products in specific countries and areas.

The long-established commodity data which exporters look for each week will remain in the magazine—re-cast in more readable and useful form.

But, in addition, businessmen will find more solid sales information and marketing data of far greater breadth and depth.

The publication of this new and more practical magazine is the culmination of the U. S. government's historic efforts to be of service to American business. Like its predecessors, it is a product of its times.

By 1903, the *Consular Reports* were appearing daily except Sundays and holidays under the imprint of the Department of Commerce and Labor. Ten years later, they were published by the new, separate Department of Commerce. By then U. S. import-export trade had reached the $4 billion mark.

Early 'reporters'

By the 1920's, the Commerce Department's own trade commissioners, working out of downtown offices in the world's commercial centers, were making forays throughout their assigned areas.

Equipped with sales catalogs, cameras and portable typewriters, they explored markets and studied business developments on the spot.

Their reports, often accompanied by photographs, were published in *Commerce Reports*, the "genealogical" link between the early *Consular Reports* and

A note to readers

The new INTERNATIONAL COMMERCE has been streamlined for greater readability, and to save the time of the busy businessman.

The former "Economic Conditions Abroad" and "Commodity News" departments have been combined into a single department called "Worldwide Business Outlook." This department will stress marketing news and other data of interest to the businessman selling overseas.

The former "Planned Construction Projects" becomes "Construction Projects." It will continue to contain data on upcoming construction of interest to manufacturers and engineers.

A new department, "Business Bulletins from Around the World," replaces "Briefs on World Commerce." It will continue to contain brief, telegraphic items on late-breaking news. However, some of the material formerly found in "Briefs" will appear in other departments as appropriate.

"U.S. Government Actions," "Foreign Government Actions" and "Investment Opportunities" will continue as departments as in the past.

The "Trade Fairs and Centers" and "Transportation and Utilities" departments will be discontinued as separate sections, and the news formerly appearing there will be found in the general news section in the front of the magazine.

The information formerly appearing in the "World Trade Leads" department will appear as "World Trade Opportunities." However, 2 sub-sections—procurement tied to Agency for International Development (AID) financing, and foreign government agency invitations to submit tenders—are now integrated into the "World Trade Opportunities" section on a commodity basis. Details on the new groupings will be found at the beginning of the section.

JACK N. BEHRMAN
Assistant Secretary of Commerce for International Affairs

the later *Foreign Commerce Weekly*.

After World War I, businessmen needed—and Government "reporters" and publications supplied—information on industrial reconstruction, new tariff barriers, commercial realignments and international finance.

When the stock market crash of 1929 precipitated a sharp drop in international trade, businessmen besieged the Commerce Department with requests for statistics and world trade information. The *Foreign Commerce Weekly*, appearing first in 1940, was an outgrowth of the need for detailed market information—a need made more acute by the dislocations of the war.

Today, our needs are centered not only on our own economic well-being, but on our world leadership as well. The new, emerging countries are establishing their trade patterns now. We must move aggressively to capture our share of this business or we may find ourselves sliding backwards.

United States exports now average only 8½% of our total production of transportable goods. To sustain and accelerate economic growth, we must increase this percentage markedly.

Our economy, unaided by exports, can no longer generate the profits and jobs U. S. businessmen, workers and farmers must have to progress. Trade abroad has become the economic lifeline for business and agriculture at home.

Not just giants

It is a popular misconception that only the giants of U. S. industry take part in our foreign trade. The files of the Department of Commerce are replete with examples of small and medium-size companies that have taken the plunge into international trade and are now earning from 10% to 35% of their sales dollars from overseas business.

But far too many American manufacturers are neglecting the tremendous opportunities abroad.

For all these reasons, INTERNATIONAL COMMERCE has been geared to operate like a large metropolitan newspaper or wire service.

The new magazine will expand this service to include signed articles by businessmen who have taken their companies into the export field. They will tell of their problems, their successes and their failures.

Other special articles will discuss import and export controls, currency restrictions, and much more.

The Department's 38 Commercial Attaches in 38 principal countries of the world constitute its "foreign correspondents." Almost daily they file cables on economic conditions, market opportunities, offers to buy and sell.

At U. S. Embassies where we do not have a Commercial Attache, at the Consulates General and Consulates, Foreign Service Officers are responsible for cabling similar information. These might be called our "stringer correspondents."

Special analyses

In Washington, these reports from every corner of the world are quickly analyzed by 115 country specialists in the Commerce Department's Office of Regional Economics, within the Bureau of International Programs.

The Commodity Data received from overseas is subjected to analysis and prepared for publication by 200 commodity specialists in the Department's Business and Defense Services Administration. Most of these men are recognized authorities in their field.

Altogether, approximately 650 people —reporters, writers, editors, photographers, artists, statisticians, economists and commodity specialists—pool their efforts to publish each issue of INTERNATIONAL COMMERCE.

INTERNATIONAL COMMERCE will compete for the businessman's attention—and available reading time—in the belief that today's executive must keep abreast of the broader implications of the international business scene, as well as the narrower, more immediate day-to-day problems.

In all respects, INTERNATIONAL COMMERCE will operate on the theory that the interests of United States businessmen and the broad, world trade interests of the nation are inseparable.

HENRY G. SHEEHY
President, Federal Credit Insurance Assn.

Export insurance going over well with U.S. traders

FCIA's 4-month record good; medium-term policies readied

The U.S.'s first venture into the field of export insurance is more than 4 months old, and so far no one has anything but praise for the Federal Credit Insurance Assn.

"Up until now the figures look very good," according to John W. Corbin, Chief of the Insurance Division for the Export-Import Bank.

"It's still too early to say the program's an unqualified success, but up until now it's been a very smooth operation," he said.

"Representatives of the 3 largest firms specializing in marine insurance, who are in the best position to know about this sort of thing, were in here the other day looking over the records, and they seemed enthusiastic about the way the whole thing's shaping up," according to Mr. Corbin.

The association is a partnership of Eximbank and the nation's largest insurance companies. It was founded in response to President Kennedy's directive of February 1961 aimed at providing U.S. exporters with as much protection as their foreign competitors have had for years.

To date the association has underwritten 606 "binders" covering $305 million in export materials.

The association now is limited to writing a single policy with a term of 180 days, which may be extended to 1 year on special request. However, a medium-term policy providing up to 5 years coverage is due to become available early this summer.

Medium-term agreements are particularly attractive to exporters of capital goods, which constitute such a substantial part of our foreign sales.

The association has grown from its original 21 member firms to its present membership of 67, with 4 applications pending.

$1 billion authorized

The enabling legislation authorizes the FCIA to write up to $1 billion in insurance and guarantees outstanding.

When the full amount is subscribed the association will still be insuring only about 5% of U.S. exports, whereas almost 20% of Great Britain's $10 billion annual export trade is insured.

The policy holder is required to assume 5% of the political and 15% of the credit risk. The commercial insurance companies and Exim Bank split the remainder of the credit coverage, and the bank assumes all of the remaining political risk. In time, the commercial insurance firms will assume all the credit risk.

The bank absorbs all yearly losses in excess of $1 million, and has first call on recoveries of these losses.

The bank has also joined the Berne (Switzerland) Union, an 18-member group composed of international credit suppliers who have pledged themselves not to compete in offering long-term credits on capital goods.

Burma Trade Mission to give 2 reports

Seminars on trade with Burma will be held in Los Angeles on Monday, June 18, and in New York on Wednesday, June 27.

The meetings, scheduled at the Department of Commerce Field Offices in both cities, are sponsored by the Commerce Department's Trade Missions Division.

Participants in both conferences are members of the recent Trade Mission to Burma. George Beck, of the Commerce Department's Office of Regional Economics, will lead discussions of trade problems in Burma.

BUYERS HARD A WORK: British buyers talk about U.S. product lines they are seeing at U.S. Trade Center.

MAXIMUM BUYER EXPOSURE

U.S. Trade Center in London celebrates birthday with $3 million in sales 'cake'

Survey shows most exhibitors in 10 shows have been small businesses having first marketing experience in United Kingdom

Five minutes from Picadilly Circus, in the heart of London's most fashionable hotel and business section, the birthday candles are about to be lit.

The U.S. Trade Center in London, harbinger of America's fast-growing campaign to sell U.S. goods abroad through closer contact with "the pro's"—the large-scale buyers and agency representatives—will celebrate its first birthday June 26.

As Manager C. C. Pusey and other Trade Center officials, in both London and Washington, look back on the first year, they see a proud sales record including more than $3 million in spot sales, and the introduction of more than 100 American firms—many of them small ones—into the highly-developed and hungry British market.

The Trade Center's first 10 promotions have featured product lines as diverse as photographic equipment and bourbon whiskey, and exhibitors have been enthusiastic over the results.

Typical exhibitor

What did the typical exhibitor look like?

First of all, he was part of what generally would be considered "small business." Figures compiled by the Trade Center show that more than 60% of the first year's exhibitors had an indicated net worth of less than $1 million.

Second, the exhibitor in most cases was

INSPECTING THE TRADE CENTER: C. C. Pusey, left, Director of the U.S. Trade Center in London, discusses a showing with L. Edward Scriven, Director of the Commerce Department's Bureau of International Business Operations. The Center has introduced more than 100 U.S. firms to the United Kingdom market.

having his first marketing experience within the United Kingdom. Some 70% of the London participants fell in this category.

Third, the average exhibitor came to the Trade Center seeking specific marketing information, and left chock-full. In most cases, the exhibitor also left with a new contract for representation in Britain in his pocket.

Fourth, the exhibitor left knowing his products, through the showing, already had made a considerable "dent" in the minds of the sophisticated United Kingdom buyers and agents, many of whom had traveled to the Trade Center to see them on display.

If American exhibitors were pleased with their participation in the London Trade Center shows, then British traders were doubly satisfied with their visits.

'First class!'

They were quick to praise: "Impressive!" "First class!"

"An interesting exhibition, well worth a 200-mile journey to attend," said one British agent attending the Home Lighting Show.

Enthusiastic about what he saw, he placed an on-the-spot $10,000 order, and told the American exhibitor that he was willing to guarantee $100,000 in sales during the next 12 months.

Other exhibitors can tell of similar experiences.

A California manufacturer of housewares received a spot order worth $300,000; a Pennsylvania manufacturer picked up a $250,000 spot order for his household goods.

Attendance at the London Trade Center is not limited to visitors from the United Kingdom; travelers come from every corner of the Free World.

Through its exhibits at the London Trade Center, a New Jersey manufacturer was able to sell his housewares to Belgium and New Zealand.

A Tennessee manufacturer of men's wear made contact with agencies in France, Algeria, Tunis, West Germany and Switzerland.

More than half of the unrepresented firms obtained agents in the United Kingdom through Trade Center promotions, and requests for agencies were received by participants from points as far removed as Kenya and Chile.

Firms which had stayed away from the foreign market because they lacked the know-how of making proper contacts reaped huge financial benefits from Trade Center participation.

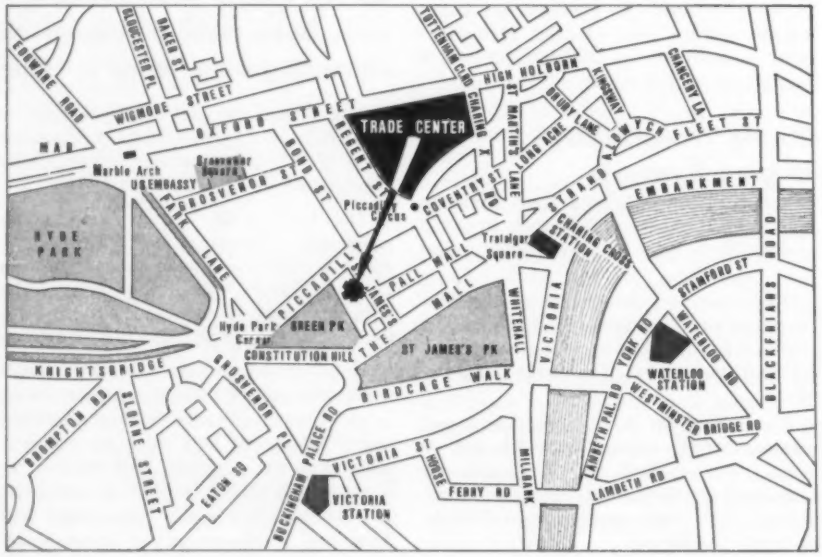
For instance, an Atlanta toy manufacturer new to the export field received orders at the Toy and Games show last January to account for 10 to 15% of total sales during the year.

Proof of the pudding

Proof of the pudding that the U.S. Trade Center in London is a success comes from the reaction of the 367 firms which participated during its first year of operation.

"The show in London was a tremendous success for us, and we will be very happy to participate in any other endeavors that the Department of Commerce enters into," said a Western liquid plastic manufacturer.

"It (the Trade Center program) is the most effective and least expensive way that I can think of for small manufacturers to get into a lucrative export mar-



ket," commented a representative of women's wear makers.

A firm taking part in the Home Lighting show said it "Received over 150 interested visitors who are solid potential customers. Exhibition extremely successful."

Other centers

Since the London Trade Center was first opened a year ago, the U.S. has opened up a Trade Center at Bangkok, Thailand, offering U.S. manufacturers trade opportunities in Asia.

A new U.S. Trade Center for the European Common Market, in Frankfurt, Germany, will open this fall with a promotion of Household Electrical Appliances.

For small businessmen, who have long sought a quick, convenient and inexpensive way to display and sell their products to buyers in other countries, the Trade Centers are a perfect medium.

Besides being a commercial showroom, a Trade Center provides promotional facilities that allow a firm to test its products in markets where demand for American products is combined with dollar resources to pay for them.

Balance-of-payments problems, as well as the U.S. role of leadership in the Free World's economic policies, require that sales be profitable—as important in Uncle Sam's ledger books as it is in the home office of each exhibiting American company.

How to succeed . . .

What are the most successful ways of making a success of Trade Center participation?

The experience of those American firms exhibiting in London during the past year demonstrates that there is no set formula for successful foreign sales, Trade Center officials said.

Generally speaking, however, most firms will eventually choose among three methods:

- Direct export.
- Indirect export sales, through an export sales agent.
- Manufacturing abroad, usually through a licensing arrangement.

The method adopted by individual firms will depend upon the products and other circumstances.

Whatever the method, the Trade Center can be credited with functioning as a testing ground and providing the germ of the solution.

The American businessman, small or large, who wants to sell his products on the exciting and lucrative world market, can get off to a flying start by participating in the U.S. Trade Centers program.

MONITORING UNITS TOO

Medical equipment showing at London Trade Center to come as market booms

Advanced products sought for major effort to sell Britons; U.K. hospital remodeling program means good sales opportunities

U.S. manufacturers are invited to participate in the first American Medical Equipment and Surgical Supplies Show to be held at the U.S. Trade Center in London, Nov. 8-30.

Exhibitors are urged to display their newest and most advanced products, such as central monitoring units, along with American medical and surgical equipment already familiar in Great Britain: electro-cardiographs, encephalographs, X-Ray equipment, urological and sterilization equipment, incubators and Van de Graaff units.

The U.S. show will coincide with the London Medical Show, to be held Nov. 12-16. It will afford American manufacturers an excellent opportunity to make trade contacts with physicians and medical administrators from both the United Kingdom and Continental Europe.

The U.K. is a growing market for American-made medical equipment and surgical supplies, as is evidenced by steadily increasing British imports of these items from the world market.

Total medical imports in 1961 reached $44 million, compared with $38 million in 1958 and $34 million in 1954. Of these totals, approximately $6 million were expended for surgical supplies.

U.K. imports of medical and surgical equipment, supplies, and instruments have increased 50% in the last 4 years, going from $2.8 million in 1958 to about $4.6 million in 1961.

The National Health Service has launched an extensive modernization program of British hospital facilities. During the next 13 years it will spend $1981 million to build 90 new hospitals, remodel 134 existing hospitals, and make other major improvements.

More sales seen

This modernization program will result in increased expenditures for medical equipment and surgical supplies, particularly on major items such as X-ray and pathological equipment. By 1975, the annual British outlay for such equipment is expected to exceed $65 million.

Due to space limitations, only 25 manufacturers can exhibit their products at the American Medical Equipment and Surgical Supplies Show. Exhibit space will be limited to 100 square feet per booth, and space will be allocated on a first-come first-served basis.

Firms wishing to participate should write immediately to the Trade Centers Division, U.S. Department of Commerce, Washington 25, D. C., stating space requirements and enclosing descriptive literature covering the products they wish to exhibit.

A Participation Agreement and complete instructions will be promptly forwarded to interested firms.

Each exhibitor is asked to pay cost, insurance and duties of his display merchandise to the Trade Center in London, and ensure that the display is manned by either a U.S. or U.K. representative during the first two weeks of the show. Each participant also must contribute $250 to an Exhibitors' Joint Fund to be used for promotional purposes.

Exhibitors not currently represented in Britain will be assisted in obtaining permanent representation, at no cost, through the U.S. Department of Commerce's Trade Contact Survey.

Exporters to Chile pay 15% more for shipping

Shipping costs on U.S. exports to Chile are up 15% as of June 18, when Atlantic and Gulf and Pacific-West Coast of South America steamship conferences begin applying a surcharge on imports through 6 leading Chilean ports: Arica, Iqiuque, Antofagasta, Valparaiso, San Antonio and Talcahano.

Southbound cargo discharged at San Antonio and Antofagasta no longer pay the former $4-per-ton surcharge.

TRADE MISSION IN ITALY: Italian journalists quiz members of the 1959 Trade Mission to Italy. Standing, left, is Dr. Ernest C. Booth, the Mission's leader. Interview films were shown on Italian television

FOR A 4-CENT STAMP

U.S. Trade Mission to Italy will represent Americans, present business proposals

5 specialists in machine tools and machinery to seek business contacts for U.S. firms; answers to 9 questions will get them started

An investment in a 4-cent stamp will buy you an advertising campaign in Italy and the personal, on-the-spot services of 5 American businessmen.

This is the Business Proposal (BP) service offered by the U.S. Department of Commerce's Trade Missions Program, which is sending a U.S. Trade Mission to Italy in the fall.

If you have a product or service to sell, if you are looking for an agent or distributor, or if there is any other kind of business arrangement you wish to explore in Italy, simply write a letter to the U.S. Department of Commerce or to your Commerce Field Office.

Five specialists in machinery and machine tools will participate in the Fall Trade mission to Italy. They will be the most highly qualified men available to discuss the newest techniques in the field including instrumentation, packaging and air-conditioning machinery. Particular emphasis will be on automated processes. But business proposals are not limited to the specialty field. All types will be accepted and undertaken by the Mission.

Your business proposal, but not your firm name and address, will be published in summary form in a booklet which will be distributed to thousands of Italian businessmen during the visit of the Trade Mission.

Your proposal will be discussed personally by Trade Mission members with interested and reputable Italian businessmen who will be furnished with your firm name and address and advised to communicate directly with you. You also will be notified by the Mission Director of the Italian firms which were interested in your proposal.

To submit a business proposal, answer these nine questions on your company's letterhead before the deadline of Oct. 1:

- Do you now have business connections in Italy or are you represented there? (If you have an exclusive representative, the Trade Mission cannot locate another agent for you.) If you are represented, by whom?
- Have you had previous business experience in Italy?
- What products do you wish to sell or what purchase in Italy, and/or what type of business transactions do you wish to make? Please describe products in detail.
- Do you wish to obtain an agent in Italy, or do you prefer to export directly?
- Do you prefer to import for your own account or to act as an agent?
- Will you consider direct investment or a joint venture, such as providing machinery, know-how, or capital with a qualified firm?
- Are you interested in licensing a qualified company to produce your products abroad? If so, tell in detail about the nature of the agreement you would consider.
- To what extent are you prepared to sell on long-term credit?
- What type of company would be qualified to transact your business?

All the information you provide will contribute to the most successful selling approach possible. Don't hesitate to illustrate your proposition by including catalogs and brochures along with indications of the size and scope of your operations.

Send all information (an original and two carbon copies, please) to Director, Trade Mission to Italy, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or to any Department of Commerce Field Office.

Business proposals should be submitted as soon as possible to allow for processing, publication and dissemination.

Malayan port addition boosts tonnage capacity

A 500-ton daily increase in capacity at Port Swettenham, Malaya's major port, has been accomplished by the recent addition of a new wharf accommodating ships up to 18,000 tons.

5 businessmen asked for mission on machinery

Florence, Milan, Turin on trip itinerary

Five very special American businessmen are urgently needed to serve on a U. S. Trade Mission to Italy this fall.

The Mission, led by a U. S. Department of Commerce trade specialist, is scheduled to arrive in Rome Nov. 10. During the following 4½ weeks, it also will visit Florence, Bologna, Milan, Turin and Genoa.

Businessmen invited to serve in the Mission will be brought to Washington in October for a week of briefing and orientation.

The Mission to Italy will concentrate its efforts in promoting U. S. trade in the machinery and equipment field. Mission Members must be well qualified to discuss U. S. export availabilities and the newest developments in U. S. machine tools, instrumentation, packaging, and air conditioning and temperature control, with particular emphasis on automated processes.

If you have specialized knowledge in any of the following categories, you are invited to write to the Director, Trade Missions Program, Bureau of International Business Operations, U. S. Department of Commerce, Washington 25, D. C., or contact your nearest Commerce Department Field Office.

- **Automated Processes:** Expert in the application of computer and data-processing equipment to industrial processes and production machinery and equipment (requirements, design, sales, installation, and operation). Able to discuss adaptability and feasibility to partial or complete plant automation. Qualified to discuss end results in terms of savings in labor and costs, decreased production time, increase of accuracy, improved manufacturing capabilities, etc. Knowledgeable U.S. sources of supply and able to demonstrate advantages and competitive superiority of U.S. equipment and engineering services. Capable of discussing the terms of licensing and joint venture agreements.
- **Instrumentation:** Expert in a wide variety of the latest automatic control, measuring recording, and qualitative testing and analytical types of devices (industrial application, design, installation, operation, and sales). Qualified to discuss end results in terms of improved accuracies, improved production capabilities, labor-saving costs. Knowledgeable U.S. sources of supply and able to demonstrate advantages and competitive superiority of U.S. instrumentation. Preferably able also to discuss the terms of licensing and joint-venture agreements.
- **Metal-Working:** Expert in a wide range of the latest types of special and universal precision machine tools. Expert in uses of specialized and/or automatic machinery and machine tools in manufacturing plants in a highly developed economy. Able to discuss Italian potentials for specialty machine tools adapted to existing production methods and U.S. machine tool characteristics and capabilities. Knowledgeable U.S. sources of supply, price ranges, delivery time, and the competitive superiority of U.S. equipment. Able to discuss terms of licensing and joint venture agreements.
- **Packaging:** Expert in the widest possible variety of modern packaging machinery and equipment, related particularly to foodstuffs but also including other consumer goods. Qualified to advise on the latest automatic packaging techniques as related to machinery requirements, adaptability, packaging materials, design, weighing, filling, labeling, etc. Knowledgeable of U.S. sources of supply, prices, delivery time, and the competitive advantage of U.S. equipment. Preferably able also to discuss terms of licensing and joint venture agreements.
- **Air-conditioning and Temperature control:** Expert in the field of air-conditioning and temperature control equipment—heating, cooling, dehumidifying. Competent to advise on requirements, capabilities, specifications, application, installation, operation, and maintenance for industrial, office, or home use. Knowledgeable U.S. sources of supply, price ranges, delivery time, and the competitive advantages of U.S. equipment.

U.S. EXPORT PROGRAM

International trade is one of America's most important businesses

U.S. tariff policy has moved to broader outlook since days of Smoot-Hawley; Commerce Department helps foster vitally-needed U.S.' exports

EUGENE M. BRADERMAN

By EUGENE M. BRADERMAN
Director,
Bureau of International Programs
(First of a series)

The great bulk of the foreign trade of the United States is conducted by private enterprise. The function of Government is primarily one of fostering and promoting U. S. foreign commerce.

The adverse balance-of-payments position of the United States at the present time has stimulated interest in this activity and has given impetus and emphasis to this task.

Foreign trade is meaningful and important to most of us only when we appreciate the fact that it affects our economic well-being even though we may not be directly involved in foreign trade ourselves.

In almost every country of the world foreign trade has a significant impact on the internal economy. Its relationship to the economic power of free nations in war and in peace is self-evident.

Foreign trade also contributes mightily to national security in the struggle for survival in a Communist-threatened world.

Growth contribution

But of fundamental importance is the contribution which our export and import policies and programs make to U.S. development and economic growth—a contribution whose importance is often overlooked or under-rated. This is partly traceable to the fact that the ratio of either imports or exports to national product is one of the lowest in the world.

Actually, foreign trade is one of the most important business activities in the United States. In the year 1960 the total value of our trade approached 35 billion dollars. The value of our exports alone, last year, exceeded that of consumer pur-

chases of automobiles or farmers' gross receipts from either crops or livestock.

It is estimated that the families of at least 4½ million American workers, or about 7% of our labor force, gain their livelihood directly or indirectly from foreign trade. Of all the physically exportable goods we produce, 7 or 8% are sold to foreign countries. A very important share of the profits of American business firms comes from foreign trade activities.

Why do we export?

In the first place we do so in order to pay for needed or desired imports. We also export to enlarge production in the United States generally, to create jobs, and to increase earnings and profits. Lower costs resulting from greater production for foreign as well as domestic markets may reduce the unit cost of items sold at home.

Exports also contribute to our foreign assistance policies. They have played a large role in the reconstruction of areas devastated in World War II, and are now a important factor in the economic growth of less developed countries. Our exports also contribute in various other ways to fulfilling some of the overall objectives of our foreign policy.

8% of manufactures

From the viewpoint of particular U.S. industries and individual firms, export markets are often of very great importance. Today, exports comprise about 8% of the value of our production of manufactured goods and 12% of agricultural products.

For many of our industries the proportions of their U.S. output sold abroad run substantially higher than the average. For example, according to the latest available annual figures, 60% of our production of track-laying tractors has been sold abroad, 19% of our trucks, 22% of our machine tools, 25% of our construction and mining equipment, and between 25 percent and 60 percent of our cotton, wheat, rice, fats and oils, and tobacco.

Even figures such as these understate the true importance of export markets, since they cover only exports of an industry's products in the form in which they leave the country. Much of an industry's output may be exported in some other form after further processing by other industries. Even when items are not exported, they may be utilized by other industries in production for export. This is particularly true of such basic industries as iron and steel and non-ferrous metals.

No industrially advanced country is self-sustaining in all of the resources needed to establish business and to maintain and increase production. U.S. technology has provided substitutes for some of the goods we lack, but in the long run even these substitutes have generally led to increased demand for other materials and/or new products to supplement depleted domestic resources of a number of basic raw materials.

By 1957, nearly a fifth of all non-food raw materials consumed in the U.S. were imported—double the proportion at the start of the century.

A century ago about half of our imports consisted of finished manufactures. Foodstuffs comprised about one-third of the total and the remainder were largely crude and semi-fabricated materials.

By the first decade of the present century, the proportions of finished manufactures and raw materials had been roughly reversed. The composition of our imports has fluctuated considerably since that time, but the basic pattern of a half century ago has continued.

Many of the things we buy from abroad are regarded as essential imports. Some are for the strategic stockpile; the bulk contribute to our industrial growth.

Imports essential

It may be noted that the dependence of U.S. industry upon imports of many technologically strategic materials is highly disproportionate to their dollar value. They are literally essential to keep factory wheels turning and assembly lines moving.

This is vividly illustrated by the metallurgical industries, which obtain from abroad most of their supplies of various ferro-alloying ores and metals in addition to substantial shares of their basic iron ore and major non-ferrous metal requirements.

While U.S. imports of foods and manufactured goods may lack the critical importance of industrial materials, every American household enjoys the variety which imports contribute to our consumption pattern. American tastes have become accustomed to such imported foods as coffee, tea and bananas.

Many imported manufactured goods also have had great appeal for Americans, although their appearance in our markets has often created problems for domestic industries which produce competitive articles—watches, bicycles, tableware, photographic goods, textiles and automobiles are among them.

Nevertheless, these imports have not only appealed to consumers but have added to the dollar exchange available abroad to potential customers of American products.

The difficulties for producers of competitive items and the benefits that accrue to consumers are both fairly apparent. It is not so often recognized that the U.S. economy as a whole has often benefited from reductions in cost, or improvement in design, which actual or potential imports have stimulated U.S. producers to achieve.

Such increases in efficiency, of course, reflect the power of competition to create better products at lower cost—a result of particular significance in our free enterprise economy. This type of influence upon U.S. productive efficiency and living standards is one that doesn't show up in foreign trade statistics but is nonetheless very important.

From the earliest colonial days to the present time our foreign trade has grown tremendously. This growth has contributed to, and has resulted from, the close and historically inseparable relationship between our domestic growth and our foreign commerce.

Our foreign trade increased as we opened up new agricultural lands in the West. Industry and trade were both spurred by the discovery and development of new mineral resources, such as Lake Superior iron ore.

Trade has been keyed in closely with our rapid industrialization. It has benefited from the growth of our transportation system. It has been vitally influenced by technological developments and the production of new products. It has been facilitated by the expansion of trade facilities, such as banking and credit. It has been stimulated through Government assistance and support.

Much of this has come from the Department of Commerce, both through direct promotional programs and through such indirect means as the patent system and aids to shipping.

(This article, and subsequent parts of the series, are adapted from Volume 21, Number 4, of the Federal Bar Journal, and are printed with that publication's permission.)

NEEC to meet next week; membership completed

The National Export Expansion Committee (NEEC), organized to stimulate and encourage the expansion of sales of U.S. products abroad, will meet in Washington June 26.

NEEC Chairman Neil C. Hurley Jr. will review positive programs for implementing the Committee's objectives.

SPECIAL REPORT:

AMERICA'S TRADE FAIR PROGRAM

PAVILION IN POLAND: This glass-walled building houses the U.S. Exhibition at the Poznan, Poland, International Trade Fair. Built in 1958, the hall has 18,000 sq. ft. of floor space. The 1962 Poznan fair is now under way. The U.S. Exhibition emphasizes the American plastics and chemical industries.

AFTER LATE START

U.S. trade fair program builds impressive record, counters Reds

More than 70 million visitors have viewed products of 3,000 U.S. manufacturers since program's start in 1954

By L. EDWARD SCRIVEN,
Director, Bureau of
International Business Operations

On Dec. 7, 1954, thousands of eager Thai people thronged the U.S. Pavilion at the Bangkok International Trade Fair to see the products of nearly 150 American firms at the first official U.S. Government-sponsored exhibition abroad.

Twelve days later, 1 million enthusiastic visitors had seen the U.S. exhibition, and the Thai Government had awarded it the Fair's top prize for originality.

Thus the U.S. International Trade Fairs Program was launched. Since then, official U.S. exhibitions have been staged in 36 countries on both sides of the Iron Curtain.

The U.S. Government, however, is a latecomer indeed to this type of marketing, which has been going on in Europe for centuries.

No one knows exactly when fairs began, but fairs were mentioned in Old Testament days, and the Greeks and the Romans held fairs.

The word "fair" probably comes from the Latin "feria" or holy day.

Long history

The great fairs started in medieval times, and it is from these that the modern day fairs evolved.

Some were doing business as early as the 8th and 9th centuries, but it was not until the growth of mercantilism in the 12th century that the medieval fair reached its peak and completely revolutionized both trading and banking.

Today there are about 185 international trade fairs held throughout the world.

Some, such as the ones in Milan, Italy, and Poznan, Poland, still possess their ancient charters.

Others began in the 1920's, died out during World War II and were revived as post-war prosperity returned to Europe and other parts of the world.

A few are newcomers like the Bulawayo, Southern Rhodesia, exhibit.

The U.S. began going to these fairs in 1954, after the Government had observed that the Soviet Union and its satellites were capitalizing on the United States' absence.

The Communists were building costly exhibits, showing impressive worker-consumer goods that allegedly could be obtained under the Communist economic system.

Soviet propaganda made the point that the U.S. was not participating in these trade fairs because it was too preoccupied making weapons of war.

Gets special grant

The U.S. Trade Fairs Program was launched with a special grant from the President's Emergency Fund.

After 18 months, the Office of International Trade Fairs was given permanent status by Congress.

The mission of the Office of International Trade Fairs is to tell the story of the American way of life under the free enterprise system, and to provide U.S. business with effective trade promotion opportunities.

Late entrant though it may be, the U.S. is building up an impressive trade fair record.

In 8 years, more than 70 million people have viewed the products of some 3,000 U.S. firms, sales have totaled in the millions of dollars, and U.S. pavilions have taken numerous prizes all over the world—all proof of the effectiveness of the program.

TRADE OFFENSIVE

Soviet bloc countries make extensive use of international trade fairs

Communists call fairs 'an arena of economic competition' with West; U.S. entered later, but has scored with impressive program

International fairs and exhibitions "have become an arena of economic competition" between the world's 2 social systems.

This commentary by the Soviets affirms what has long been apparent: Trade—not propaganda alone—is the motivating force of the Sino-Soviet bloc's well-organized trade fair participation program.

Sino-Soviet efforts to tap the economic potentials of newer, developing countries have been rewarded by a 170% increase in trade. Sales to the emerging nations have risen from $860 million to more than $2 1/3 billion since 1954.

The bloc's trade-fair program this year centered on Africa, Asia, and Latin America, and reflects a stiffening determination to capture the world markets of the future.

The announced objective of the 1962 exhibition program is to show "advances in Soviet industries," particularly in areas where the Soviets have never exhibited before.

Major shows

Major shows are scheduled for Brazil, Libya, Nigeria, Ghana, the Sudan, Cyprus, and North Viet Nam.

A partial list of the international trade fairs in which the U.S.S.R. is participating includes those at Leipzig, Poznan, Budapest, Plovdiv, Brno, Izmir, Damascus, Zagreb, and Havana.

Six of these fairs—at Poznan, Poland; Plovdiv, Bulgaria; Brno, Czechoslovakia; Izmir, Turkey; Damascus, Syria; and Zagreb, Yugoslavia—are also on the U.S. exhibition schedule for 1962. The U.S. is appearing for the first time in Brno.

The U.S. Department of Commerce, at the hub of the effort to show the products of the American free-enterprise system to people around the world, has included 3 other "firsts" among the 16 exhibitions on this year's program.

They are the U.S. exhibition at the international trade fair at Tripoli, Libya; the U.S. pavilion at the Third Central African Trade Fair at Bulawayo, Southern Rhodesia; and the U.S. "solo" exhibition now in progress at San Salvador, El Salvador.

Tailored to country

U.S. exhibitions are tailored to the needs and aspirations of the host country.

At the fair held early this year in arid Libya, for example, American irrigation and desalinization equipment was prominently displayed.

At Bulawayo, exhibits featuring demonstrations of U.S. woodworking equipment and copper products gave recognition to Southern Rhodesia's important forest and mineral resources.

In San Salvador, demonstrations of small industrial shops are pointing up industrial diversification as a way to accelerate the local economy.

The Soviets are making a "pitch" for sales—and worldwide recognition of their industrial progress—by displaying machine tools and machines; trucks tractors, and farm implements; measuring and optical instruments; and products of the Soviet chemical industry.

To show progress in electrification, the Soviets are exhibiting scale models of their major hydropower stations. Consumer products on display range from household appliances and clothing to sausages and wines.

In their drive for trade, the Soviets are not losing sight of their propaganda goals. One of their objectives in exhibiting they say, is to "give millions of people an insight into the Soviet way of life, its advances in science, technology, culture, and the well-being of the Soviet people."

Research exhibits

Soviet industrial displays share the limelight with exhibits featuring Soviet scientific training and research, space exploration, and efforts to promote peaceful uses of atomic energy. Soviet culture is represented by exhibits of literary works, pictures, sculptures, scale models of theater sets, and stills from feature films. Fashion shows are planned for some exhibits.

Last year, bloc countries displayed their products—and their trade ambitions—in more than 70 international trade fairs. This was the major effort.

In addition, the bloc participated in hundreds of other exhibitions. The U.S.S.R. alone staged 30 exhibitions, with a claimed total attendance of 20

The Sino-Soviet bloc, in mounting its well-organized international exhibition campaign, is taking careful aim at two targets.

One is to persuade the world of the benefits of communism.

The other is trade, and more trade.

The communist countries are waging a successful drive for trade with the emerging nations. They also are making vigorous forays into markets traditionally served by the countries of the Free World.

It has become increasingly clear that the Sino-Soviet bloc is intensifying its drive to penetrate world markets, and to use the channels of trade as avenues to political alliances. In international trade fairs and exhibitions, the countries of the bloc have found a readymade launching pad for their ambitions.

The U.S.S.R. was a veteran exhibitor of almost 10 years when the U.S. Department of Commerce enlisted the cooperation of private industry and invited the world to visit the the first U.S exhibition at the Bangkok Constitution Fair late in 1954.

Since then, millions of fairgoers on every continent have seen and compared the fruits of American free enterprise and of Sino-Soviet communism. The United States is making up for lost time.

The accompanying report, based on information gathered by the U.S. Department of Commerce and the U.S. Information Agency, gives the box score on the comparative progress of the Sino-Soviet bloc and the United States.

million visitors in bloc nations and other countries.

The U.S., with fewer exhibitions, scored relatively higher in the popularity contest. An estimated 16 million visitors saw the U.S. exhibits at 13 trade fairs in 13 countries.

At 9 of the fairs where the United States demonstrated its wares and way of life, the bloc also was represented. Fairgoers at Accra, Cairo, Helsinki, Izmir, Lima, New Delhi, Tokyo, Turin, and Zagreb could see and compare the fruits of both the communist and the free-enterprise system.

Massive displays

Massive exhibitions keynote the Soviet Union's trade-fair effort. Last year, for example, the U.S.S.R. mounted some of the largest exhibits ever presented by any country.

In London, its displays took up 270,000 sq. ft.; in Paris, 230,000. At 13 other fairs, the U.S.S.R. exhibition areas ranged from 20,000 sq. ft. in Turin to 125,000 in Tokyo.

The U.S. exhibited in space ranging from 10,000 sq. ft. in Tripoli to almost 350,000 square feet in Accra. The averaage U.S. exhibition area last year was about 80,000 sq. ft.

The Soviet Union seems to concentrate on exhibits of mammoth size and scope to create an overwhelming image of communist power, progress, and prosperity.

Some other communist nations choose the artistic approach.

Czechoslovakia is a notable example. The Czechs won first prize for their pavilion at the Brussels Universal and International Exhibition several years ago.

Last year, at the big Paris fair, they were first again with an exhibit French fair officials said was the "most visited and most attractive of all."

Entrance in 1948

The U.S.S.R. entered the trade exhibition "arena" in 1945. In the 17 intervening years, the Soviets report they have held over 150 exhibitions in nearly 50 countries. By Soviet count, about 200 million visitors passed through their exhibition areas.

The U.S., making its entry almost 10 years later, exhibited for the first time at Bangkok at the end of 1954.

By the end of 1961, with the full cooperation of private industry, the U.S. had "gone to the fair" in 31 countries. In 7 years, about 76 million visitors were welcomed to 110 showings of U.S. commerce and culture.

WELDING IN MOROCCO: A bilingual demonstrator, left, shows Moroccan fairgoers advantages of American-made welding equipment in last spring's U.S. Pavilion at the Casablanca International Trade Fair.

U.S. 'solo' exhibition in Djakarta to show farm, industrial machinery

Products to show America's capacity to meet needs of Indonesia's 8-year development plan

The U.S. will present an all-American "solo" trade fair in Djakarta—its first in Indonesia since 1955—this fall.

Theme of the show, "Technical Knowledge Brings Progress," is keyed to the goals of the country's 8-year development plan.

It is designed to help the Indonesian Government and its people achieve one of the plan's most vital targets—improvement of living standards through increasing the production of food and clothing.

The exhibit, Oct. 1-Nov. 1, should assist the U.S. in maintaining its position as a major supplier of Indonesia's imports.

U.S. exports to Indonesia in 1961 totaled $134 million, 50% more than the previous year, when the U.S. supplied about 15% of her total imports.

As in previous years, the U.S. was a major source of manufactured goods and agricultural products, the latter provided largely under PL480 agreements.

Indonesian imports this year are likely to consist mainly of raw cotton, yarn, jute, wheat flour, rice cambrics, fertilizer, concrete reinforcing bars, tinplate, newsprint and other types of paper, mining equipment, and cement, commodities and parts required in raising industrial production closer to capacity, and equipment for basic public projects.

The Government says it intends to give priority to imports needed for the establishment of factories to produce fertilizer, steel, cement and paper.

Other possible export opportunities for U.S. businessmen include manufacturing facilities producing multipurpose diesel engines and truck chassis, and equipment for processing and packaging agricultural commodities.

Highlights of exhibit

Industrial sewing machines in the U.S. Exhibition will turn out men's cotton slacks, and an automatic knitting machine will demonstrate the manufacture

of cotton cardigan sweaters.

The Indonesian people will be shown how to begin a poultry enterprise.

Other small industries to be stressed at the fair include a woodworking and painting shop which will make furniture, and a sheet metal shop which will produce water founts, round hopper feeders, and chick troughs for the poultry raising exhibit.

Handicraft exhibits will demonstrate silk screen printing, copper enameling, ceramics, gem polishing, and foot loom weaving on modern machines and devices that supplement the skill of the native artisan.

Through the display of generators and pumps and agricultural and transportation equipment manufactured by American firms, U.S. suppliers will demonstrate their ability to meet Indonesia's requirements for essential capital goods to expand its economy.

U.S. to show machinery in Bulgaria fair

Vegetable packaging, auto testing set for Plovdiv

The U.S. exhibition at the International Fair of Plovdiv, Bulgaria this fall will show Americans in three environments—at work, at home and at play.

The fair will be held Sept. 16-30.

Several small industrial operations will be demonstrated at the Americans at Work area, including a 2-machine unit which will package and seal dried peas in polyethylene bags.

A group of machines will demonstrate the complicated task of manufacturing cigarettes—from cutting the bulk tobacco to making and packaging the cigarettes.

An auto testing facility will feature a head grinder, crankshaft grinder and brake repair center.

Also in this section will be a 30-foot packaging wall which will display more than 5,000 examples of the types of consumer goods containers found in U.S. stores.

Americans at Home and at Play will be demonstrated through a modern kitchen, family room, fabric display in conjunction with a fashion show, and a music section.

U.S. to stress free enterprise in pavilion at Syrian fair

American-made consumer goods to be shown in Damascus; Easing of payments balance should bolster market

The U.S. Pavilion at the Damascus International Trade Fair Aug. 25-Sept. 20 will relate to the Syrian Arab Republic's gradual readoption of traditional principles of free enterprise and trade.

It will be "Better Living for All" and will show how everyone can benefit under a free enterprise system.

U.S. exports to Syria dropped in 1961 to $26.8 million from $37.7 million the previous year.

The reduction was due primarily to smaller PL480 shipments of wheat and wheat flour, coupled with a general tightening of Syrian import controls on manufactured goods.

Major categories of U.S. goods shipped to Syria last year were wheat flour, wheat, barley, rubber manufactures, cigarettes, lubricating oils, tinplate, electrical machinery, industrial machinery, tractors, automotive spare parts, and medicinals and pharmaceuticals.

Syria is anticipating an improvement in her payments position, which should allow her to absorb larger quantities of U.S. goods.

Exhibits in the U.S. Pavilion will emphasize consumer goods, among them household appliances.

A U.S. appliance maker will exploit the contrast between the household appliances available to U.S. consumers 30 years ago and those on the American market today.

Two other exhibits, keyed to Syria's arid, rugged terrain, will be a sea water distilling unit and the "Desert Rat."

The distilling unit makes sea water potable, an important process in a land with access to the sea where water is in short supply.

The Desert Rat is a small, light 2-passenger vehicle with extremely high maneuverability.

Its 4 wide, pneumatic tires, which are inflated with only 2-5 lbs. of air each, provide continuous rear-end traction in the roughest country.

Some amusement products also will be displayed and demonstrated, among them trampolines and horseshoes.

SPACE CAPSULE IN RHODESIA: Tribesmen examine the full-scale model of the Mercury space capsule which was exhibited in the U.S. Exhibition at the Central African Trade Fair in Bulawayo, Rhodesia.

U.S. to exhibit in Turkey for 6th time

Agricultural machinery to be featured

The U.S. will carry its international trade fair program into Turkey for the 6th time later this summer.

An official U.S. exhibit, through the Office of International Trade Fairs, is scheduled at the Izmir International Fair Aug. 20-Sept. 20.

Theme of the OITF display will be "Work Together for National Progress."

It will stress broadening the country's economy by industry diversification.

The fair comes at a time when Turkey is seeking to emerge from a prolonged period of economic listlessness and political uncertainty.

The country is making an effort to conserve foreign exchange by relying heavily on cutting down on imports of nonessential and luxury goods.

U.S. export opportunities therefore seem brighest in such lines as chemicals, and electrical, industrial, and agricultural machinery and equipment and spare parts.

Machinery display

Turkey is the world's number 1 exporter of figs and raisins.

The U.S. exhibit will feature 2 modern machines—a fig packaging machine and a photoelectric raisin sorting machine—designed to show the Turks how to improve these 2 industries.

Two other machines—a seed treater and a seed grader—will be demonstrated; they are designed to improve grain production and sorting.

Other items for display at the fair include a small electric churn suitable for a family-type farming operation and an insectocutor—an electric lamp which attracts unwary insects and then electrocutes them.

U.S. industry-government cooperation will be demonstrated through "The Social Security Story."

This social security system will be illustrated from beginning to end through the use of machines, such as calculators, punch card sorters, microfilm readers and checkwriters.

The U.S. exports to Turkey in 1961 rose by almost $16 million, an increase of 13.5% over the previous year.

What they say . . .

Here are some recent comments by U.S. businessmen on the program of the Commerce Department's Office of International Trade Fairs.

The export manager of a food, machinery and chemical corporation:

"You might be interested to know that while we had been working on a very large order involving pumps and irrigation equipment for more than a year prior to the Cairo Fair, we feel that the fair had a great deal to do with helping to solidify the order, which consisted of approximately two million dollars worth of equipment for Egypt."

Head of an export-import company:

"Frequently, those of us who are trying to make America's industrial voice heard in the four corners of the globe are inclined to take a limited personal view of foreign trade. When we are given the opportunity to link our efforts with those of other firms in a joint campaign to bring American products to the doorstep of the world, such as in the U.S. Exhibitions, we realize that we are not alone and that we have a staunch ally in the U.S. Department of Commerce."

Export sales manager of an electronics manufacturing company:

"Information recently received from our overseas distributor indicated that over $50,000 of the instruments imported for the U.S. Exhibition at the Tokyo Fair were sold during the fair or immediately afterward. This amount is slightly over 90 percent of all the instruments imported for the occasion."

Assistant to the general manager of an Ohio machine tool corporation:

"It is our belief that international trade fairs give us a fine opportunity to promote our products and stimulate trade with the United States."

Vice president of an identification equipment company:

"We feel that our part in two U.S. Exhibitions was certainly most interesting to the members of our organization, and we hope it was equally interesting to the peoples of the countries involved. Our export volume is continuously expanding and we very much look forward to participating in other U.S. trade exhibits overseas in the future."

President of an audio-visual training device manufacturing company:

"Our participation in trade fairs has been most beneficial and profitable to us. Not only has it resulted in the sale of equipment at the fairs, but also in a great deal of invaluable publicity, the exploration and expansion of new markets and the licensing of new distributors."

220 U.S. firms show in first 5 months

American products demonstrated in Japan, Africa; exhibits range from model kitchen to 'Desert Rat'

In the first 5 months of this year, 220 U.S. firms from all parts of the country displayed and demonstrated their products at official U.S. exhibitions in Tripoli, Osaka, Bulawayo and Casablanca.

The Tripoli event marked the first time the Office of International Trade Fairs (OITF) participated in a trade fair in Libya.

Theme of the U.S. exhibition, "Window on America," was developed to show the Libyan people a sampling of the American way of life.

Exhibits ranged from a model kitchen containing appliances that could be adapted to Libyan homes to a desalinization device to make sea water potable.

In Osaka, the U.S. accent was on "Modern Food Processing for Better Living."

CANNING IN JAPAN: Japanese businessmen inspect automatic canning equipment which was demonstrated in the U.S. Pavilion at last spring's Osaka International Trade Fair. Attendance topped 800,000.

A comprehensive display of U.S. food processing and packaging techniques, a section of a supermarket, and a model kitchen where two American home economists showed the people of Japan how U.S. products help the American housewife, helped carry out the theme.

Emphasis in Bulawayo was placed on U.S. products that meet the special needs of the Rhodesian economy. They carried out the theme, "New Frontiers in the Space Age."

In the U.S. pavilion, fairgoers saw items ranging from closed circuit television to compact cars, from sewing machines to wash-and-wear clothes.

A wide variety of U.S. products, especially selected to show how other nations can use U.S. technology to support their own economic goals, was displayed at Casablanca.

Citrus juice extraction machinery, for example, demonstrated how American fruit growers have built a large industry out of the processing of oranges.

A demonstration of modern farm machinery was keyed to the idea of increased efficiency on the farm.

The importance of irrigation was pointed up through a comprehensive exhibit showing how sprinkler irrigation systems have helped U.S. farmers reclaim land from the desert.

These and other exhibits combined to develop the theme, "Economic Progress—New Horizons."

Automation in Berlin

U.S. exhibition there to stress computers

Automation and labor-saving devices will be demonstrated in the U.S. display at the German Industries Exhibition in Berlin this fall.

The fair will be held Sept. 23-Oct. 14.

Theme of the U.S. pavilion will be "Partners for Progress."

It will be carried out through demonstration of U.S. machines of advanced design to meet the increasing West German interest in automation as a key to greater productivity.

West Germany currently faces a severe labor shortage, particularly of skilled labor.

Importation of foreign workers can only partially alleviate this situation.

As a result, any equipment specifically applicable to reducing the current amount of labor required in German industrial operations or service industries will have a sales advantage.

Products to be demonstrated at the fair include digital and analog computers, showing their application to production planning and data processing.

Electronic control and measuring devices and communications equipment will also be featured.

Other goods to be highlighted include high-speed automatic machinery, including packaging equipment and color printing.

An automatic warehouse operating system will also be shown.

This marks the 8th consecutive year the Office of International Trade Fairs (OITF) has sponsored a show at this German fair.

The U.S. exhibitions have attracted an average of nearly 400,000 visitors each year.

'Machines in service of man'

U.S. exhibit in Karachi to show small shops

"Machines in the Service of Man" will be the theme of an official U.S. exhibition in Karachi, Pakistan, Oct. 12-Nov. 20.

To develop this theme a wide variety of U.S.-made modern industrial machines and small industrial shops will be demonstrated.

About 75 U.S. firms will participate.

The fair is scheduled at a time when U.S. export opportunities to Pakistan have been increased because of the recently-concluded $621.6 million PL480 surplus agricultural commodity agreement.

Prospects for additional AID development loans emphasizing procurement in the U.S. and the utilization of Export-Import Bank loans and credits for U.S. goods and service also make the export picture brighter.

A U.S. Department of Commerce Investment Development Mission visited Pakistan recently and found much interest in U.S. industrial equipment, especially in the cement, glass, sugar, clay, food processing, and petrochemical fields.

Demonstrations at the fair will include tire recapping, automobile engine repair and engine rebuilding, printing and graphics, and plastic molding.

Also featured will be:

A combination laundry and dry cleaning plant to be sold as a single unit.

A wheat kitchen, with a doughnut-making machine.

A machine shop with all equipment necessary to repair any item from the smallest hand tool to the large farm implement.

TESTING IN TRIPOLI: Bilingual demonstrator, right shows Libyan fairgoers advantages of American-made automotive testing equipment at last spring's U.S. Exhibition at Tripoli International Trade Fair.

HAD FIRST EXHIBIT IN 1855

Singer Manufacturing Co. strong supporter of trade fairs program

Company finds participation good business; says demonstrations of industrial equipment provide better commercial possibilities

BY RICHARD M. MILLER
Director of Government Relations
The Singer Manufacturing Co.

The Singer Manufacturing Co. has been one of the staunchest supporters of the OITF program from the very beginning.

In 1954, when the U.S. Government recognized the importance of international trade fairs as a means of demonstrating the benefits of a free economy, we offered our cooperation at once.

So far as the Singer Manufacturing Co. is concerned, however, trade fairs are nothing new. Some of the great trade fairs in Europe are several hundred years old, and we've been showing our products at these exhibitions for over a century.

Among the treasures in our company archives is a gold medal awarded for "the best sewing machine" at the Exposition Universelle in Paris in 1855.

Singer still exhibits at all the important trade fairs throughout the world, in addition to our participation in the OITF program.

Within the OITF program, our company has shown its products at 68 international trade fairs. This is not very modest of me, but I believe that Singer may hold the record for continuous participation at these events.

Last year we demonstrated our products and techniques in American Pavilions at international trade fairs in Cairo, Colombo, Helsinki, Izmir, Lima, Tokyo, and Zagreb.

So far this year, we've participated in official U.S. Exhibitions at Bulawayo, Southern Rhodesia; Tripoli, Libya; and San Salvador, El Salvador. Later this year, we are scheduled for fairs at Izmir, Djakarta, Poznan, and Brno.

In addition, through out local marketing organizations, we will be showing Singer products at a score of other trade fairs not on the OITF schedule.

Good business to exhibit

Let me say at this point that while Singer's participation does demonstrate the company's wholehearted support of the Commerce Department's trade fairs program our motives have not been altogether altruistic.

Frankly, we have found that our demonstrations and displays at these overseas exhibitions are good business.

It was good business even in the early days of the program when we agreed to curb our customary commercial instincts.

It is even better business now that we have fewer restrictions and we can follow up the prospects developed during these showings.

In the past few years, Singer has learned a lot about what appeals to visitors at these fairs.

The company makes and sells both household and industrial stitching equipment, and we generally demonstrate both types at international trade fairs. However, there is a noticeable difference in the sales prospects.

We've learned from experience that industrial equipment makes a far more interesting display and also provides better commercial possibilities. Why? The reason is that a household sewing machine is by this time a familiar piece of domestic equipment throughout the world—and as such is taken for granted.

Fascinates visitors

But apparently there is something quite fascinating to visitors at international trade fairs in seeing a bolt of blue denim transformed into a sturdy pair of work trousers before their very eyes.

This is just one of the things that a company learns by taking its products overseas and demonstrating them to a foreign audience.

In arranging this type of display, it is our usual practice to furnish the necessary equipment from the U.S.

We then persuade one of our customers at or near the site of the fair to provide enough sewing machine operators to enable us to set up a small assembly line producing shirts, dresses, trousers, or other apparel.

We always find our customers abroad quite willing to cooperate since they receive valuable publicity, pay no part of the expenses involved, and are permitted

to keep the output of the production line.

In many cases, this exceeds the output of their own factories since we ship only the most modern Singer equipment overseas for these demonstrations.

Whether or not this approach is suitable for other U.S. companies depends, of course, largely upon the nature of their products and the manner in which they are distributed.

Has worldwide customers

Our products are such that we have customers everywhere, and Singer has set up more than 7,000 retail outlets all over the world to serve them.

Under these circumstances, it is an easy matter for us to staff our exhibits with members of our own sales organization.

Other companies lacking this established sales organization might feel that the expense was unjustified, especially if there was no substantial market in the area for the merchandise being displayed. These decisions, of course, are for each company to make.

Although we are definitely sold on the OITF program, we decided about a year ago to leave the final decision as to our participation in these fairs to local management.

This was on the assumption that Singer would get a more realistic appraisal of the value of the international trade fairs program based on such a decision.

I am happy to say that our continued participation constitutes, we feel, a resounding vote of approval for the merits of this program.

U.S. to show first time at Czech trade fair

The U.S. will make its first official trade fair appearance in Czechoslovakia this year with a small exhibit in the "Pavilion of Nations" at the Brno International Trade Fair Sept. 9-23.

Displays will include small household appliances such as those that can be found in a typical American home, an American automobile, a selection of U.S. mail order catalogs, and a cash register, computer, and check-writing machine.

Photo murals will show a skilled U.S. industrial worker and his family at work, at play and in community life.

Fuller Cretcher of Dayton, Ohio, a 30-year-old father of 3 children, will be on hand to answer questions and give the Czechs a glimpse of how Americans live.

U.S. 'do-it-yourself' exhibit to be featured at Zagreb

Do-it-yourself activities will be featured at the official U.S. exhibit this fall at the Zagreb, Yugoslavia, International Trade Fair.

Several demonstrations of these activities will develop the theme "The Constructive Use of Leisure Time."

More than 140 U.S. firms will participate in the fair, Sept. 8-23.

A model basement workshop, a wide range of painting supplies and equipment, small power garden tools and a home greenhouse will emphasize doing-it-yourself at home.

A farm maintenance machine shop, small tractors, cultivators, and other farm implements will enhance doing-it-yourself on the farm.

42 nations to show goods at Nigerian trade fair

A total of 42 nations from both sides of the Iron Curtain will show their goods at the Nigerian International Trade Fair in Lagos Oct. 27-Nov. 18.

Theme of the U.S. exhibit, the first in Nigeria, will be "New Skills—New Tools—New Markets."

This is in line with the theme of the fair—"Nigeria Trades with the World."

The U.S. is taking an official exhibit into a country which last year introduced a $1.8 billion 6-year development plan, perhaps portending increased U.S. trade with Nigeria.

Products of 100 U.S. firms to be shown at Greek fair

Consumer and capital goods from 100 U.S. firms will be demonstrated in the official U.S. exhibition at the 26th International Fair of Thessaloniki, Greece, Sept. 2-23.

More than 500,000 persons are expected to visit the U.S. pavilion. This marks the 7th time in the past 8 years the Office of International Trade Fairs (OITF) has sponsored an industrial exhibit at this fair.

American-made products at the exhibit will be used to illustrate the theme, "Resources Development for a Better Life."

This theme will be developed by demonstrating the use of 7 resources—cultural and recreational, water, power, land, mineral, industrial and commercial, and human resources.

U.S. trade fairs schedule, fall, 1962

Country	Name of Fair	Dates	U. S. Theme
Izmir, Turkey	Izmir International Fair	8/20-9/20	Work Together For National Progress
Damascus, Syria	Damascus International Trade Fair	8/25-9/20	Better Living For All
Thessalonika, Greece	The International Fair of Thessalonika	9/2-23	Resource Development for a Better Life
Zagreb, Yugoslavia	International Trade Fair	9/8-23	The Constructive Use of Leisure Time
Brno, Czechoslovakia	International Trade Fair	9/9-23	Technology Serves Man
Plovdiv, Bulgaria	International Fair of Plovdiv	9/16-30	Consumer Products Foster Healthy Enterprise
Berlin, Germany	German Industries Exhibition	9/22-10/14	Partners for Progress
Djakarta, Indonesia	U. S. National Exhibition	10/1-11/1	Technical Knowledge Brings Progress
Karachi, Pakistan	Pakistan International Fair	10/12-11/20	Machines in the Service of Man
Lagos, Nigeria	Nigerian International Trade Fair	10/27-11/18	New Skills—New Tools—New Markets
Buenos Aires, Argentina	U. S. National Exhibition	10/13-11/4	Partners for Progress

WORLD TRADE OPPORTUNITIES

Taiwan invites tenders for waterworks project

Bids are being invited by the Taipei Regional Water Supply Commission (TRWSC) for procurement of equipment and supplies for the $4.4 million Taipei Water Works project financed by an International Development Association loan.

Tender GF3E9862P calls for procurement of 5 identical turbine pumps with squirrel-cage-type motors (pumps to deliver a flow of 260,000 cubic meters a day); motor starters and other control cubicles; various valves, including check, gate, surge, and air release; and cast-iron pipe, fittings, and dresser couplings.

Bids for equipment should be submitted by 10 a.m. July 7.

Tender GF3E9862N calls for chemical feeders and accessories to be used in the water purification plant for feeding alum and quicklime of approximately ¾ in. size for coagulation and pH control purposes.

Bid deadline for this tender is 3 p.m. July 10.

Purchase of the equipment is being handled through the Purchasing Department, Central Trust of China, 68 Yen Ping South Rd., Taipei, Taiwan, Republic of China.

A set of specifications for each tender, including drawings, is available on loan to firms in the U.S. from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Copies of the specifications are also available through the New York City office of the Central Trust of China, 50 Church St., New York 7.

Greece invites tenders for firefighting vehicles

Bids are being invited by the Government of Greece for supply and delivery of 25 firefighting vehicles estimated to cost over $417,000.

The vehicles should be modern and complete, with 6 or 8 cylinders, 4 stroke, petrol or diesel, water or air cooled engines of not less than 125 hp.; multistage high pressure centrifugal pump capable of producing simultaneously mechanical foam; facilities to carry 2,500 kg. water supply; 2 extension ladders (one 15 meters, one 9 meters); and accommodations for a wireless telephone.

Bids should reach the offices of the State Purchases, Direction B', 50 Socratous St., Athens, before 1 p.m. July 17.

Terms of contract and specifications are available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

United Nations invites bids for foodstuffs

Bids are being invited by the United Nations for the supply of foodstuffs to its Emergency Forces, Gaza, U.A.R.

Invitation UNEF 62-4 covers sizable quantities of meat, fowl, fish, canned milk, canned fruit and fruit juices, and cereals.

Bids will be received at the United Nations, Purchase & Transportation Division, Room 2152, New York City, until 11 a.m. July 5.

A copy of the invitation may be obtained from the office of R. V. Elms, director of the Purchase & Transportation Division; or is available for review in Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Further information may be obtained from D. J. Casey, Room 2146 G, United Nations, New York City; telephone Plaza 4-1234, ext. 148.

Transformer station specifications available

A set of specifications in Spanish for Licitación Pública 31/62 for planning and construction of the "Rosario Centro" transformer station in the province of Santa Fé is now available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C. (FCW, Apr. 30, p. 802.)

Syria extends bid date for lamp, battery plants

The Syrian Ministry of Industry, General Organization for Executing the 5-Year Industrialization Program, has extended the deadline for submission of bids for supply of a complete dry cell battery plant and incandescent lamp plant from Mar. 1 to 12 noon July 25. (FCW, Jan. 29, p. 156.)

Telecommunications bids planned for Ethiopia

The Imperial Board of Telecommunications (IBTE) in Ethiopia plans to invite bids for telecommunications equipment and related items for its program to expand and improve the domestic and international facilities.

The program will be partially financed by a $2.9 million loan from the International Bank for Reconstruction and Development (IBRD).

Equipment scheduled for installation by 1964 includes the following:

Additional 3,000 lines and ancillary equipment to the automatic telephone exchange in Addis Ababa; 3,000-line automatic telephone exchange in Asmara; 500-line automatic telephone exchanges in Dire Dawa and Dessie; 50 manual telephone switchboards in selected provincial towns; cable extensions to existing networks; various subscriber equipment, including telephone sets and private branch exchanges; 26 switchboards for interurban communications, 1,200 miles of new long lines and reconstruction of 1,000 miles of existing lines; new carrier systems for 109 additional circuits; high-frequency radio equipment; radio telegraph transmitters and receivers; teleprinters and ancillary equipment; office equipment, including air conditioners and fire extinguishers.

The equipment will be installed in new buildings under the supervision of foreign technicians.

Interested U.S. firms may find it useful to provide the Chief Engineer, IBTE Technical Department, P.O. Box 1233, Addis Ababa, with appropriate promotional literature without waiting for the issuance of tenders.

After 1964 the IBTE will seek still another IBRD loan to extend further its coverage in provincial towns.

Egyptian rice processor seeks machinery offers

One of the largest rice-processing firms in the U.A.R. is seeking offers on machinery for parboiling rice and other mill machinery for materials handling, packing, and storing.

Interested firms should communicate with the Egyptian Rice & Flour Mills S.A.A., Ave. 3, Ave. el Horreye, Alexandria.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

(★) indicates additional information on the export, import or international representation opportunities may be borrowed by U.S. firms in this country from the Office of Commercial Services, BIBO, U.S. Department of Commerce, Washington 25, D.C.

(☆) indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans.

(●) indicates that the trade opportunity represents a request for bids by a foreign government agency.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, BIBO, U.S. Department of Commerce, Washington 25, D.C. The date following the letters WTD refers to the date of issuance of the report.

149 Miscellaneous Nonmetallic Minerals

France

Gilsonite. Ets. Monnier-Besombes & Cie. (importing distributor), 20 rue Raspail, Marseille 4. WTD 5/10/62.

200 Food

British Guiana

Ice cream, popsicles, ice cream cones. J. Jaikaran & Sons, Ltd. (importing distributor, commission merchant), 273 Lamaha & Thomas Sts., Georgetown. WTD 5/22/62.

201 Meat Products

Canada

Pork salami, cured ham; both Italian style. Fish & Fruit Market (importing distributor), 3213 38th St., Montee St. Michel, Quebec. WTD 5/25/62.

Ecuador

Lard, superior quality, prime grades. Industrias Ales, C.A. (manufacturer), P.O. Box 3079, Calle Salinas 182, esq. Caracas, Quito. WTD 7/26/61.

France

Frozen offals, meat products. Comersol (importer, wholesaler), 23 rue Jean-Jacques Rousseau, Paris 1.

208 Beverage Industry Products

Germany

Whole egg powder, lemon powder for manufacture of soft drinks. Hans Noell OHG (importing distributor, wholesaler, manufacturer), 27/29 Erwitterstr., Lippstadt/Westf. WTD 11/29/61.

209 Miscellaneous Foods

Ecuador

Fats, superior quality, prime grades; crude vegetable oils from cottonseed, soybeans. Industrias Ales, C.A. (manufacturer), P.O. Box 3079, Calle Salinas 182, esq. Caracas, Quito. WTD 7/26/61.

220 Textile Mill Products

Ecuador

Textiles, upholstery materials used in manufacture of spring mattresses. Jorge Diaz B. (Almacen Venami) (manufacturer), P.O. Box 2268, Calle Bolivar 225, Quito. WTD 2/16/59.

Germany

Material for ladies' dresses, such as rayon and cotton prints, rayon, silk, cotton, wool, staple. Gregor Mai KG, Kleiderfabrik (manufacturer), 2 Lindenweg, Luedinghausen/Westf. WTD 5/16/62.

225 Knitwear

Netherlands

Men's hose, ladies' knit underwear. Peja Producten N.V. (importing distributor), Steenstraat 99, Arnhem.

229 Miscellaneous Textile Goods

France

Imitation leather for shoe industry. Direct purchase and agency. Luc Besnier & Cie. (importer, exporter), 4 cite Magenta, Paris 10.

Israel

☆ 36 x 5 ply x 9 mm. x 3 mm. VN-100 duck, 300 m.; each belt to be provided with 2 breaker strips and armor cloth (special edge protector), tensile strength of covering rubber, 3,000 lb. sq. in. or over. Loan 66A; U.S. source. Subauthorization 66A/454. Bid deadline June 22. Government of Israel Supply Mission, 850 Third Ave., New York 22. Attention: N. Nisen. Tenders should refer to S/A number, be prepared on basis of f.a.s. port of exit or f.o.b. foreign port, with delivery in Sept. Prices should be itemized and show both trade and cash discounts. Suppliers may devise own forms, for submitting tender, in duplicate, to buyer.

230 Apparel

Netherlands

Pajamas; ladies' underwear, clothing; men's shirts. Peja Producten N.V. (importing distributor), Steenstraat 99, Arnhem.

262 Paper Mills

Germany

Newsprint, standard quality, mill finish; in rolls of 85-92 cm. diam.; shell diam., 7.6 cm.; weight: 52 g. per $m.^2$; widths of rolls, 140, 105, 70 cm. Direct purchase and agency. Fredk. Moeller Soehne (importer, exporter, wholesaler), 16-18 Katharinenstr., Bremen. WTD 5/16/62.

Malaya

Paper such as bond, kraft. Direct purchase and agency. United Malaya Commercial, Ltd. (importing wholesaler, commission agent, manufacturer's representative), 43/53 Penang Rd., Penang. WTD 2/28/62.

U.A.R. (Egypt)

Currency, check paper for printing checks for U.A.R. banks. Abdel Moneim Taher, General Manager, Société Commerciale d'Egypte S.A.E., Nouzha, Alexandria. Samples, price quotations c.i.f. Alexandria. WTD 5/23/62.

263 Paperboard Mill Products

Malaya

Board for manufacture of boxes. Direct purchase and agency. United Malaya Commercial, Ltd. (importing wholesaler, commission agent, manufacturer's representative), 43/53 Penang Rd., Penang. WTD 2/28/62.

U.A.R. (Egypt)

Kraft liner, impregnated paper for use in boxes designed for export of fruit, flowers. Abdel Moneim Taher, General Manager, Société Commerciale d'Egypte S.A.E., Nouzha, Alexandria. Samples, price quotations c.i.f. Alexandria. WTD 5/23/62.

264 Converted Paper, Paperboard Products

Cyprus

Packing materials for citrus fruits. Direct purchase and agency. Phanos A. Papageorgis (importer, distributor, commission agent), 5 Protagoras St., P.O. Box 229, Famagusta. WTD 5/18/62.

265 Paperboard Containers, Boxes

British Guiana

Cups for frozen ice cream. J. Jaikaran & Sons, Ltd. (importing distributor, commission merchant), 273 Lamaha & Thomas Sts., Georgetown. WTD 5/22/62.

Germany

Containers, packaging materials, particularly for drugs. Direct purchase and agency. Peter Rixius (wholesaler), S 6, 9, Mannheim. WTD 5/17/62.

266 Building Paper and Building Board Mills

Malaya

Hard board, insulation board. Direct

purchase and agency. United Malaya Commercial, Ltd. (importing wholesaler, commission agent, manufacturer's representative), 43/53 Penang Rd., Penang. WTD 2/15/62.

280 Chemicals

France

New tensio-active chemical agents for paints, synthetic blending products for paints. Direct purchase and agency. Doitteau Sopura, Applications Industrielles des Tensio-Actifs (manufacturer, dealer), Usine de Chantemerle, Corbeil-Essonnes (Seine & Oise). WTD 4/25/60.

Tanning, finishing chemical products. Société d'Exploitation des Tanneries Rene Lepage (manufacturer), 11 place Aristide Briand, Segre (Maine & Loire). WTD 4/24/62.

Germany

Newly developed materials for plastic, chemical industries. K.D. Feddersen & Co. (importing distributor), Ost-West-Str. 70, Hamburg 11. WTD 4/6/61.

281 Industrial Chemicals

India

Methanol. M. G. Corp. (importer, processor), 31 Forbes St., Bombay 1. WTD 1/7/55.

Norway

Sodium hydrosulfite, sodium peroxide. Direct purchase and agency. Alf Axelsen A/S (importing distributor, manufacturer's agent), 20 Skippergaten, Oslo. WTD 12/29/61.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Germany

Polyethylene, polyprophylene; also waste thereof. Alfred L. Wolff (importing distributor), Grosse Baeckerstr. 13, Hamburg 1. WTD 11/2/59.

High, low pressure polyethylene, polyprophylene, polystyrene. Possehl Chemie und Isolierstoffe GmbH (importing distributor), Steinhoefft 11, Hamburg 11. WTD 1/9/62.

Newly developed synthetic foam materials. Metall-Chemie Handelsgesellschaft mbH & Co. (importing distributor), Fuhlentwiete 46, Hamburg 36. WTD 2/12/62.

Thermoplastic, thermosetting plastic products. G. Kuppermann & Co. (importing distributor), Ost-West-Str. 2, Hamburg 1. WTD 4/5/61.

Plastics materials for extrusion, injection molding. Euro-Kunststoff Handelsgesellschaft mbH (importing distributor), Schaartor 1, Hamburg 11. WTD 11/16/61.

Polystyrene, polyethylene, cellulose acetate. Carl E. Brandes (importing distributor), Walderseestr. 4, Hanover. WTD 1/13/58.

283 Drugs

Bolivia

Drugs, medicinal preparations. Direct purchase and agency. Carpenco, S. A. (importing distributor), General Acha 3950, Casilla 202, Cochabamba. WTD 5/16/62.

Pharmaceutical specialties, medicinal surgical supplies. Heinz Abendroth-Drogueria Internacional S.R.L. (importer, distributor), Socabaya 238 (Casilla 2108), La Paz. WTD 5/21/62.

British Guiana

Antibiotics, ethical drugs. Direct purchase and agency. J. Jaikaran & Sons, Ltd. (importing distributor, commission merchant), 273 Lamaha & Thomas Sts., Georgetown. WTD 5/22/62.

289 Miscellaneous Chemical Products

Greece

● Antifreeze liquid, pure, 100 metric tons; tender B/339, bid deadline July 10. State Purchases Directorate B', 50 Socratous St., Athens. ★

Iran

● Sodium nitrate, 99% pure, moisture 0.1%, salt maximum 0.5%, nitrogen 16.40%; bid deadline July 7. Armament Dept. of Imperial Iranina Army, Jale Ave., Tehran. ★

295 Paving, Roofing Materials

Bolivia

Modern asphalt building materials. Carpenco, S.A. (importing distributor), General Acha 3950, Casilla 202, Cochabamba. WTD 5/16/62.

301 Tires, Tubes

Greece

● Tires for tractors, 88 of various sizes; tender C1/3-62, bid deadline July 12. Ministry of Agriculture, Directorate General of Forestry, 12 Philellinon St., Athens. ★

306 Fabricated Rubber Products

Denmark

Rubber tile flooring. Direct purchase and agency. A/S Hjalmar Wennerth (importing distributor, manufacturer's agent), 14 Havnegade, Copenhagen K. WTD 5/21/62.

Italy

Rubber barrels, drums for shipping wine, capacity approx. 500 gal. Export Vini, S.r.L. (importer, exporter), 2/4 Via F. Zuccari, Rome. WTD 3/3/60.

307 Miscellaneous Plastics Products

Bolivia

Modern plastic building materials. Carpenco, S.A. (importing distributor), General Acha 3950, Casilla 202, Cochabamba. WTD 5/16/62.

Germany

Plastic containers, packaging materials, particularly for drugs. Direct purchase and agency. Peter Rixius (wholesaler), S 6, 9, Mannheim. WTD 5/17/62.

Plastic dispensers for self-adhesive tape. Gerlinger KG (importer, wholesaler, sales agent), 5 Nussbaumstr., Wiesbaden. WTD 5/18/62.

Italy

Plastic barrels, drums for shipping wine, capacity approx. 500 gal. Export Vini, S.r.L. (importer, exporter), 2/4 Via F. Zuccari, Rome. WTD 3/3/60.

311 Leather Tanning, Finishing Products

France

Choice leather. Direct purchase and agency. Anciens Ets. Alexandre (importer, exporter), 10 rue du Chateau d'Eau, Paris 10.

Hides, skins for shoe, leather industries. Dircet purchase and agency. Rene Bailly Fils (manufacturer, exporter, importer, commission merchant, agent), 42 rue des Marais, Paris 10. WTD 12/12/60.

Hides, skins. Direct purchase and agency. Michel Kac (importer, exporter, wholesaler), 50 rue Bichat, Paris 10. WTD 12/13/60.

314 Footwear

Netherlands

Shoes, especially latest style for ladies. Hessels Modeschoeisel, N.V. (importing distributor, chainstore), 180 Koningin Emmakada, The Hague. WTD 5/9/62.

321 Flat Glass

Germany

Flat glass, safety glass, any flat glass specialties. Max Otto Hoffmann (importing distributor), Am Silberkamp 45, Peine.

322 Glass, Glassware

Germany

Foam glass for construction purposes. Erich Ortlieb (wholesaler), 9 Kronenstr., Freiburg/Breisgau. WTD 5/16/62.

Glass jars, containers, particularly for drugs. Direct purchase and agency. Peter Rixius (wholesaler), S 6, 9, Mannheim. WTD 5/17/62.

Glass bricks, glass fibers. Max Otto Hoffmann (importing distributor), AM Silberkamp 45, Peine.

Netherlands

Raw fiber glass. R. Neeter (importing distributor), 14 Pernesstraat, Castricum.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Denmark

Asphalt tile flooring. Direct purchase and agency. A/S Hjalmar Wennerth (importing distributor, manufacturer's agent), 14 Havnegade, Copenhagen K. WTD 5/21/62.

Malaya

Asbestos cement sheets. Direct purchase and agency. United Malaya Commercial, Ltd. (importing wholesaler, commission agent, manufacturer's representative), 43/53 Penang Rd., Penang. WTD 2/15/62.

330 Primary Metal Industry Products

France

Steels, alloys with special chemical or physical characteristics such as stainless, refractory. Direct purchase and agency. Ets. Louis Bernier (dealer), 14-24 rue Edouard Lockroy, Paris 11.

331 Steel Mill Products

Ecuador

Tubes: angle iron; bed plates; steel wire springs for manufacture of iron bedsteads, spring type mattresses. Jorge Diaz B. (Almacen Venami) (manufacturer), P.O. Box 2268, Calle Bolivar 225, Quito. WTD 2/16/59.

France

Hot rolled steel strip. Laminafroid (manufacturer), 4 rue Paul Cezanne, Paris.

Tinplate. Direct purchase and agency. L. Griffon & Cie. (manufacturer), Torfou, Maine-et-Loire.

Malaya

Corrugated sheets; galvanized, aluminum plain sheets; galvanized, aluminum round steel bars. Direct purchase and agency. United Malaya Commercial Ltd. (importing wholesaler, commission agent, manufacturer's representative), 43/53 Penang Rd., Penang. WTD 2/28/62.

Pakistan

☆ Cold reduced M.S. sheets, 8x3 ft., 6x2 ft., size 6x3x8x4 ft. x 20, 22, 24, 18, 16 gages; hot rolled M.S. strips; stainless-steel sheets, size 6x3 ft. x 24 gage, 6x3 ft.

x 26 gage, round bars, ⅜ in., flat 1x¼ in.; hot rolled strips, 3 in. x 14 gage, 4 in. x 14 gage, 3 in. x 16 gage; alloy steel flat ¾x6 in. and round 6 in. diam. Loan 7; limited U.S. source. Credit amount, $5,368. Bid deadline June 22, Gujrat Steel Production, Shahrah Iraq, Saddar, Karachi.

☆ I.T.C. classification pt/I/11; M.S. wire, black annealed, S.W.G. 1-8, S.W.G. 10-12. Loan 7; limited U.S. source. Credit amount, $27,930. Bid deadline June 22, Pakistan Hume Pipe Co., Country Club Rd., Karachi 5. Cable address: HUMEPIPE.

☆ Nail wire, M.S. wire, bright nail wire of USG 8-18 in coils of 112 lb. or 80 kilos. Loan 7; limited U.S. source. Credit amount, $27,930. Bid deadline June 22, Dacca Iron & Steel Industries, 81 Moghaltuly, Dacca 1. Cable address: WIRENAIL.

☆ Steel wire rod, containing normal low carbon in diam. of 5.5 mm., 6mm., 6.5 mm., 7mm., 7.5 mm., 8mm., in coils suitable for drawing wire; high carbon steel wire of 6.5 mm. suitable for drawing spring wire. Loan 7; limited U.S. source. Credit amount, $34,608. Bid deadline June 23. Tiger Wire Products, Ltd., 16/1 Farashganj Rd., Dacca. Cable address: TIGERWIRE.

☆ Sand cast foundry pig iron, grade 1, silicon 2.75-3.25%, manganese 0.50-1.00%, phosphorus 40 max., sulfur 0.05, carbon 3.00-4.00%; M.S. wire, 4 BWG, 6 BWG, black annealed mild steel wire. Loan 7; limited U.S. source. Credit amount, $18,900. Bid deadline June 23. Pakistan Allied Industries, Ltd., West Mecot Rd., Khulna. Cable address: CASTER.

☆ M.S. plates, rounds, structural steel, pig iron. Loan 7; limited U.S. source. Credit amount, $73,145. Bid deadline June 23. Narayanganj Iron Works, Ltd., Harakanta Benerjee Rd., Narayanganj. Cable address: IRONWORKS. ★

☆ Sand cast or machine cast foundry grade pig iron, grade 1, silicon 2.25/2.75%, 2.75/3.25%, carbon ¾%, manganese 0.5/1.0%, phosphorus 0.40% max., 0.3/0.6%, sulfur, .05% max.; M.S. wire 4 and 6 SWG, M.S. plate 4x8 ft. x ¼ in., ⅛ in.; G.I. wire, 14 and 22 gages. Loan 7; limited U.S. source. Credit amount, $10,592. Bid deadline June 23. National Iron Foundry & Engineering Works, Ltd., West Mecot Rd., Khulna. Cable address: NIFEW.

☆ Seamless steel tubes, grade A, random length of 16/22 ft., with end screwed API taper thread and socketed; standard black schedule 40; mild steel continuous weld tubing, random length, screwed B.S.P.T., socketed with tapered screwed sockets; standard heavy weight fittings 250/300 lb. steam working pressure screwed BSPT or API; elbows, tees, unions, flanges, fittings. Loan 7; limited U.S. source. Credit amount, $35,961. Bid deadline June 22. Attock Oil Co., Ltd., Rawalpindi. ★

☆ M.S. plates to ASTMA-7 or equivalent: M.S. plates, fire box or furnace quality to spec. BVB 38; structural steel to ASTMA-7-28/32 tons, tensile or equivalent. Loan 7; limited U.S. source. Credit amount, $79,501. Bid deadline June 28, B.R. Herman & Mohatta, Ltd., Wood St., P.O. Box 4660, Karachi 2. Cable address: EXPANSION. ★

☆ G.P. sheets, 8 x 3 ft.; G.C. sheets, 8 x 3 ft. x 26 BG; M.S. plates, mill edge, 8 x 4 ft. x ⅛ in.; pig iron. Loan 7; limited U.S. source. Credit amount, $84,630. Bid deadline June 28. Haji Yusuf Ismail Mala & Co., Najmuddin St., Nanak Wara, Karachi. ★

☆ Bright nail wire USG 6-18 in coils of 112 lb. or 80 kilos. Loan 7; limited U.S. source. Credit amount, $34,912. Bid deadline June 23. Haji Mohiuddin & Sons, 81 Moghaltuly, Dacca 1. Cable address: WIRENAIL, Dacca.

☆ Black annealed industrial quality wire, gages 4, 6, 8, 10, 12, 14, 24. Loan 7; limited U.S. source. Credit amount, $25,237. Bid deadline June 29. Spun Pipe & Construction Co., behind Gandhi Gardens, Verly Rd., Karachi.

332 Iron, Steel Foundry Products

Greece

● Iron, various kinds, 180 tons; tender B/310, bid deadline June 30. State Purchases Directorate B', 50 Socratous St., Athens. ★

Pakistan

☆ Electrolytic tinplate primes, .5 lb. tin coating, 107 lb. base weight, (30 gage), size 30 x 20 in., soft temper, MRT-1, deep drawing quality, approx. 200 tons; galvanized iron wire round in coils, 10 gage 15 tons, 12 gage 2 tons, 13 gage, 8 tons, 14 gage, 4 tons; M.S. bright wire, 13 gage 4 tons, 14 gage, 4 tons; special steel blocks of sizes for tools and dies, 500 lb. Loan 7; limited U.S. source. Credit amount, $47,250. Bid deadline June 24. Bayazid Industries, Ltd., 155 Industrial Area, P.O. Box 403, Chittagong.

333 Primary Smelting, Refining Nonferrous Metals

Pakistan

☆ Galvanized iron flat sheets, prime quality, 1.25 oz. zinc coating, size 3 x 6 ft., gages 24-31, quantity 75%; cold rolled black plain sheets, commercial quality, sizes 3 x 6 or 3 x 8 ft., gages 28-31, quantity 25%. Loan 7, limited U.S. source. Credit amount, $6,678. Bid deadline June 23. Radha Madhab Steel Works, 361 Terribazar, Chittagong.

☆ Galvanized iron plain sheets, 30-31 gage, 6 x 3 ft., 1.25 oz. zinc coating. Loan 7; limited U.S. source. Credit amount, $12,501. Bid deadline June 24. Lucky Industrial Corp., 968 Asadganj, Chittagong.

334 Secondary Smelting, Refining Nonferrous Metals

Pakistan

☆ Tinplate unassorted, electrolytic mixed primes and seconds, size 27⅝ in. x 22¾ in. x 30.6 SWG, substance 100 lb.; 30¾ in. x 23¼ in. x 30.6 SWG, substance 100 lb. Loan 7; limited U.S. source. Credit amount, $44,100. Bid deadline June 24. Lever Brothers Pakistan, Ltd., Rock Court, Victoria Rd., Karachi. Cable address: LEVERBRO.

335 Drawing, Insulating, Nonferrous Wire

Iraq

● Electrical wire, insulated, including 3, 4, 6 core; interior circuit, flat; 5 core cable; electrician's supplies including insulating tape, pliers, soldering irons; tender SIGS/2, bid deadline July 18. Director of Contracts & Purchases, Ministry of Defense, Baghdad. ★

346 Metal Stampings

Germany

Metal dispensers for self-adhesive tape. Gerlinger KG (importer, wholesaler, sales agent), 5 Nussbaumstr., Wiesbaden. WTD 5/18/62.

348 Miscellaneous Fabricated Wire Products

Malaya

Corrugated, plain wire nails; galvanized wire. Direct purchase and agency. United Malaya Commercial, Ltd. (importing wholesaler, commission agent, manufacturer's representative). 43/53 Penang Rd., Penang. WTD 2/15/62.

351 Engines, Turbines

Netherlands

Small-turning ship motors (inboard diesels). R. Neeter (importing distributor), 14 Pernesstraat, Castricum.

352 Farm Machinery, Equipment

Bolivia

Agricultural machinery, equipment. Industrial, Agricola, Forestal y Comercial "Agrindus" S.A. (importing distributor), Av. Camacho 1476, La Paz. WTD 5/21/62.

Greece

● Agricultural 4-wheel arboricultural tractors, 3 of 25-30 hp., 2 of 12-15 hp., each equipped with 2 share suspending plows, rotary cultivators, 4-wheel trailers; mechanical sprayers, 6; tender B/287, bid deadline June 26. State Purchases Directorate B', 50 Socratous St., Athens. ★

353 Construction, Mining, Materials Handling Machinery, Equipment

Ceylon

☆ Crawler tractors, tender AID-6; scrapers, 12 cu. yd., AID-8; trucks, hydraulic dump bed 5 cu. yd., AID-9; trucks, tank, water 1,200 gal., AID-10; trucks, hydraulic dump 8 cu. yd., AID-11; trucks flatbed, 16,000 lb., G.V.W., AID-12; trucks, ½ ton pickup, AID-13; trucks, tank fuel, 1,000 gal., AID-14; truck, 1½ ton 4 x 4 with lubricating equipment, AID-15; truck, tractor, for low bed trailer, low bed trailer, AID-16; truck, asphalt distributor, AID-17; aggregate spreader, AID-18. Loan 156; U.S. source. Bid deadline July 18. Chairman, Tender Board, Ministry of Transport & Works, P.O. Box 547, Colombo. Tender forms obtainable from Superintendent of Stores, Government Stores Dept., Colombo; Ambassador for Ceylon in U.S.A.; U.S. AID Mission to Ceylon. ★

Greece

● Tractor drawn scrapers, 30; tender B/335, bid deadline July 14. State Purchases Directorate B', Socratous St., Athens. ★

354 Metalworking Machinery, Equipment

Ecuador

Machinery for manufacture of metal beds, spring mattresses. Jorge Diaz B. (Almacen Venami) (manufacturer), P.O. Box 2268, Calle Bolivar 225, Quito. WTD 2/16/59.

France

Machine, aircraft tools. Direct purchase and agency. Société Transavia (importer, retailer, exporter), 29 rue Bois-le-Vent, Paris 16. WTD 8/31/61.

Precision mechanical instruments. Direct purchase and agency. Novelec-Toutes Applications de l'Electronique A L'Industrie (manufacturer), 41 rue Sedaine, Paris 11. WTD 4/18/62.

Germany

Machine tools, honing machines. Direct purchase and agency. Intreko KG H. Pfeil (manufacturer, importer, exporter, wholesaler, agent), P.O. Box 396, Konstantz/Bodensee. WTD 5/16/62.

India

☆ Ridge reamer, complete with standard equipment, 23 pcs.; piston ring expander, lifters, spring compressor, ring compressor, 105 pcs.; puller with handle, 50 pcs.; coil tester; cell tester for 6 or 12 v., 150 pcs.; connecting rod aliner, complete, 10

pcs.; regular supersocket, chrome-plated, 432 pcs.; connecting rod superwrench, 50 pcs.; tube cutters, stud remover, 50 pcs.; wheel-alining equipment, 8 sets; economy engine-analyzing set, 20 pcs.; engine-analyzing set, 3 pcs. Loan 157; U.S. source. Ref. 41(317)/61-AID-II. Bid deadline June 22. Tarachand Gupta & Bros., Narayan Dhuru St., Bombay 3.

☆ 2½ in. center height precision lathe, inquiry S/82/DLF/M; water tender for fire brigade use, fire engine, S/88/DLF/M; bid deadline June 29. Horizontal boring machine, S/90/DLF/M; ammonia printing machine, S/92/DLF/M; stainless-steel rods, sheets per AISI 304 or equivalent, S/93/DLF/M; bid deadline July 9. Loan 162; U.S. source. India Supply Mission, 2536 Mass. Ave., N.W., Washington 8, D.C., where tender forms including specifications may be obtained.

☆ 11/16 in. collet, capacity 13 in. x 6 ft., 2. Loan 157; U.S. source. Ref. 41 (313)/6/AID.II. Bid deadline June 28. R. Bhogilal & Co., 261/63 Dr. D.N. Rd., Fort, Bombay 1.★

355 Special Industry Machinery

British Guiana

Ice cream, ice cream packaging machines. J. Jaikaran & Sons, Ltd. (importing distributor, commission merchant), 273 Lamaha & Thomas Sts., Georgetown. WTD 5/22/62.

Ecuador

Two ton per hour continuous extraction machinery, equipment to remove hexane solvent from soybean, other oils; new, used in good condition. Oleica S.A. (manufacturer), Guayaquil. WTD 9/21/61.

Germany

Table circular saws; bandsaws; grinding, boring, drilling machines. Direct purchase and agency. Karl Nicolay (manufacturer, exporter, agent), P.O. Box 371, Fellbach/Wuerttemberg. WTD 5/16/62.

Greece

● Laminating machines for identification cards, 10, automatic electric, 220 v. 50 c., portable with transformer; estimated value $8,500; tender B/328, bid deadline June 28. State Purchases Directorate B', 50 Socratous St., Athens.★

India

☆ Semiautomatic drop stamp hammer, 4 cwt.; automatic drop stamp, 1¼ cwt. hammer; knife blade grinding machine, model 56, complete; double-headed glazing machine, model 55, complete; polyglazer, model 100A, complete with glazing discs, buff, sleeves; jigs, assembly press, felts; cross rolling mill, model 134; knife blade, rolling mill, model 37, with extras; multiple etching machine with extras for copy plates, needles; 150 ton friction screw press, NSIC/HP/2D-2036/62.

Quadruple acting woodwool machine, complete with accessories; standing woodwool packing press with underdriving; automatic special planing knife-grinding machine, NSIC/HP/2D-2038/62; automatic rotating vial-making machine with 2 variable gears, type PK, governor for oxygen, NSIC/HP/2D-2055/62; fully automatic boring, filling machine for manufacture of toothbrushes from plain, plastic molded handles; trimming, serrating machine for toothbrushes; marking machine; guillotine: essential set of spares for above machines, NSIC/HP/2M-3155/62. All above for Loan 144; worldwide. Bid deadline June 21. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

☆ 300-ton hydraulic nonferrous metal tube extrusion press, 1 ton per 8 hr. shift capacity complete with tube extrusion press, necessary tools and auxiliaries, press oil hydraulic drives with infinitely variable special pumps, hydraulic and electric controls for press, runout table with retracting devices, stretchers and auxiliaries, NSIC/HP/2B-2549/62; standard machine (Gauthier) long-turning automatic model GM 75; three ph. motor 220/380 v., including switch, other accessories; extra equipment: Combined 3-spindle device, threading device, single spindle, gripping device, slotting attachment, high-speed drilling attachment, in lieu of threading device, workpiece counter, transverse drilling device, single, back-drilling device, single, without bearing bracket, rock-drilling device, double, gripping device with collet, square and milling attachment, taper-turning attachment, adjustable stop motion device, becoming separative when bar is worked up, combined with safety motion device when thread cutting, material guiding device, freely rotating; material device with forced rotation, machine lamp, complete, noiseless material guide tube with mounting and collects carb. guide, NSIC/HP/2B-2544/62; V-belt vulcanizing press with mold, twin hot plate, 2 daylight, complete with oildraulic pump, 3 hp., induction motor, 3 hp., induction motor, 2 hp., for A & B type; V-belt vulcanizing press for c.d.e. type with mold, twin hot plate, 2-daylight oildraulic pump 3 hp., induction motor 3 hp., induction motor 2 hp., for stretcher; V-belt core-forming machine, complete with induction motor, 1 hp. for A & B type for c.d.e. type; ring mold for type a.b.c.; vertical vulcanizing pan 48 in. diam. x 5 ft.-0 in. height; rubber mixing mill 16 in. diam. x 42 in. length, complete, with reduction gear 50 hp. emergency stop apparatus, induction motor 50 hp.; extruder 2 in. diam., complete with induction motor 5 hp.; spreading machine 60 in. width, tube type, complete with induction motor, 3 hp., NSIC/HP/2M-3138/62. All above for loan 144; worldwide. Bid deadline June 20. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

☆ Automatic brush machine, complete with 2 motors, standard rocking table, 1 size filling tool, double material magazine air operated but without brush setup; clipper trimmer G.S. 20 complete with standard knives, electric motor; complete reversible tumbler mechanism for Carlson 11 or Carlson 11D automatic brush machine; complete filling tool for Carlson 11 automatic brush machine, 12 only 11-S-28 P, driver punches for same; complete setup for shoe brush "Valabh" 111; complete setup brush Lion brand, 6 rows; complete setup for Aryan hairbrush, 8 rows; complete setup for Ajanta hairbrush; complete setup for cloth brush to be made in 2 operations; complete setup for nail brush; setup for baby brush, brush back to be at least 8 mm., NSIC/HP/2D-2023/62; vice automatic boring, filling machines, model A II4, for making brushes, with sizes of holes from 2-5 mm. diam., up to 280 holes per brush, complete with essential parts, additional filling tool, dual magazine for brushes with 2 colors, set of spare parts for first filling tool, set of spares for second filling tool; 2d pattern on first pattern wheel, 2d pattern wheel with 2 patterns, 3d pattern wheel with 1 pattern, 4th pattern wheel with 3 patterns, 5th pattern wheel with 2 patterns, setting-up pieces and gripping jaws for all additional samples; double heated trimming machine fitted on above machine with motor, 2 pairs of straight guide rails, 1 wheel, 1 straight cutter, 1 pair curved guide rails, swivel arm, cleanout curved cutter and counter cutter, NSIC/HP/2D-2035/62. All above for loan 144; worldwide. Bid deadline June 20. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

☆ Spiral tube winding machine, type "DBCb"; paper reel cutting, winding machine, type "ABA" heavy design, NSIC/HP/2C-993/62; type FR 50 machine for manufacture of lock washers, complete with extra tools; type FR 25 machine for manufacture of lock washers, complete with extra tools, NSIC/HP/2C-994/62; Universal plateworking machine, cutting machine capacity 5/32 in.; hydraulic sheet flattening machine, suitable for hydraulic flattening of M.S. sheets, up to 4 ft. 0 in. width x ⅛ in. in 2 sheets, 18 gage in thickness at any one time from 4 ft. 0 in.-8 ft. 0 in. in length, pull of ram 120 tons, NSIC/HP/2B-2530/62; "Ward" 3A capstan lathe, with electric equipment, suitable for operation on 400/440/3/50 c. a.c., complete with all standard electrical equipment, accessories; "Ward" 2A capstan lathe, with single pulley headstock, overhead pilot bar, spindle on ball and roller bearings sliding saddle, capstan slide with 6 stops and automatic feed splash guards and electrical equipment, for use on 400/440 v., 3 ph., 50 c., NSIC/HP/2C-982/62. All above for loan 144; worldwide. Bid deadline June 20. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

☆ ⅛ in. high speed double stroke solid die cold header; automatic high speed thread rolling machine, NSIC/HP/2B-2540/62; heavy duty rubber extruder, 150 mm., screw diam., complete with all accessories, NSIC/HP/2M-3143/62; 16 x 25 in. vulcanizing press (2 layers), complete with electric heating plates, switches, automatic control thermometers, hand operated, 4, NSIC/HP/2M-3152/62; high efficiency automatic asbestos looms, type 71. 22/23, 3; warping, cop winding machines, 2; braiding machines, 3; precision cross winder machines, 2; gasket cutting machines, 5, NSIC/HP/2B-2545/62; main line boring machine, capacity 1¾ in. complete with electrics for 220/3/50 cy. and standard equipment; cylinder fire boring machine, model 200, boring capacity 1¼ in., complete electrical equipment with push button control and standard equipment, NSIC/HP/2M-3140/62; special grinding machine type DL-700, horizontal type with main electric drive motor, 440/3/50 cy. with all accessories, NSIC/HP/2B-2534/62; milling machine, universal table size, 42 x 9¼ in., with full electrical equipment, all accessories, NSIC/HP/2B-2538/62. All above for loan 144; worldwide. Bid deadline June 20. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

☆ Table for calipering, sorting of glass tubes, type 6, complete with 6 multisheared calipers; automatic tube weighing machine, type RW, complete with motor; automatic rotating vial making machine, type RW, with 12 working heads, cylindrical length of vials, max. 20 mm. overall length of vials; automatic machine for producing American lips and screw necks, type R2B4K, complete with suitable motor, accessories; automatic flame cutting machine for glass tubes, type AS with 6 working heads; gas compressor, type GK O, output approx. 22 cu. mt. gas per hour; high pressure blower, type 12, output 95 cu. mt. air per hour. Loan 144; worldwide. NSIC/HP/2D-2030/62. Bid deadline June 20. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

☆ Sheet board pasting machine, 750 mm.=30 in., working width for double coating with starch and silicate glue with motor, 1 kw.; 2-bowl glazing calender machine; standard cutting machine with power back gage, forward and return movement, microadjustment by vernier scale with setting accuracy 1/100 mm. Loan 144; world-wide. NSIC/HP/2D-2056/62. Bid deadline June 23. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

☆ Winding machines, control gear sets, wire/foil assembly machines, oven, capacity test gear and jigs, voltage and breakdown test gear, power factor test gear, printing machine, capacity setting standards, sundry spares, welding electrodes,

winding spindles, electronic spares. Loan 144; worldwide. NSIC/HP/2B-2506/62. Bid deadline June 30. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

Norway

Machinery for manufacture of self-adhesive tapes on textile, paper, plastics basis. A/S Trengereid Fabrikker (manufacturer), Fjosangerveien 50, Bergen, WTD 5/10/62.

Spain

Machinery for canning fruit pulp. Suministros y Montajes Industriales, S.A. (Symisa) (distributor), Avda. Jose Antonio 36, Madrid. WTD 5/3/62.

Taiwan

☆ 3-roller mills; chilled iron rolls; equipment for making alkyd resin; high speed multiphase dissolver. Loan 47; worldwide. Credit amount, $11,000. Bid deadline June 25. Yung Chi Paint & Varnish Mfg. Co., Ltd., Kaohsiung.★

☆ City milk equipment. Loan 47; worldwide. Credit amount, $18,237.18. Bid deadline June 27. Wei Chuan Foods Corp., 19 Nan King W. Rd., Taipei.★

☆ Automatic sanitary vacuum seamer, 2; change parts for vacuum seamer; automatic feed press; automatic labeling machine. Loan 47; worldwide. Credit amount, $19,000, c.&f. Bid deadline June 25. Tong Hsing Food Industrial Corp., 90 Yenping Rd. South, Taipei.★

☆ 78 in. double drum rewinder with accessories; rolls for paper machine, 3; Johnson screen; calendar rolls; Komarsu-Unifiber, model KDU-30; Komatsu-Finder, model KFD-50; consistency and level controller. Loan 47; worldwide. Credit amount, $30,915. Bid deadline June 22. Yuen Foong Shi Lu, Oung Tsu Li, Foong Yuan, Taichung Pref.★

356 General Industrial Machinery, Equipment

Cyprus

Packing machinery. Direct purchase and agency. Phanos A. Papageorgis (importer, distributor, commission agent), 5 Protagoras St., P.O. Box 229, Famagusta. WTD 5/18/62.

India

☆ Junker coreless mains, frequency crucible type induction furnaces, ¾ ton capacity, complete with transformer, for variable voltage, with extended range of adjustment, including motor operated tap change switch, push buttons, pilot lights with automatic power factor control and automatic phase balancing and danger indicating system. NSIC/HP/2C-992/62. Loan 144; worldwide. Bid deadline June 29. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

358 Service Industry Machines

Cyprus

Automatic box mailing machines. Direct purchase and agency. Phanos A. Papageorgis (importer, distributor, commission agent), 5 Protagoras St., P.O. Box 229, Famagusta. WTD 5/18/62.

Italy

Refrigeration, air-conditioning equipment for pleasure boats. Direct purchase and exclusive agency. Maggi, Giuseppe fu Pietro (importer, wholsaler, distributor), Via Filippo Casoni 28r., Genoa.

359 Miscellaneous Machinery

India

☆ Butterfly valves, 2 sets, for 2 penstocks for Umiam Hydel Project, Assam. Loan 141; U.S. source. Ref. BP.XI/62/FE/18/5222. Bid deadline July 16. Office of Chief Engineer (Civil), Assam State Electricity Board, Shillong, Assam, where quotations should be sent, air mail c.i.f. Indian Port.★

361 Power, Distribution, Specialty Transformers

Iraq

● Transformer, related equipment for electrical substation in Mosul, 2d largest city in Iraq; bid deadline July 2. Terms, specifications available from Directorate of Military Works, Ministry of Defense, Bagdad, for $14 (5 dinars) a copy.★

Norway

Electrical test equipment for technical schools, such as volt and ampere meters, megohm meters, induction and capacity meters, valve volt meters, output meters, oscilloscopes. Direct purchase and agency. Frithjof E. Berntsen & Co. (importing distributor, manufacturer's agent), 6 Kr. Augustsgate, Oslo. WTD 8/4/61.

Switzerland

Electronic apparatus for measuring impulses, frequencies. Direct purchase and agency. Baur, Stieger & Co. (importing distributor, manufacturer's agent), Oberer Graben 3, P.O. Box 1206, St. Gall. WTD 4/2/62.

362 Electrical Industrial Apparatus

France

Precision electronic instruments. Direct purchase and agency. Novelec-Toutes Applications de l'Electronique a l'Industrie (manufacturer), 41 rue Sedaine, Paris 11. WTD 4/18/62.

Netherlands

Electrical equipment for industry, electricity supply plants, substations, water power stations, water locks, public utility companies, electrotechnical manufacturers. Direct purchase and agency. Electrotechnisch Ingenieursbureau Elcontor, N.V. (importing distributor), 50 Pletterijkade, The Hague. WTD 5/10/62.

U.A.R. (Egypt)

● Electrodes to fill mild steel grooves, holes, by contact welding process: 5,000, 4 mm. diam.; 20,000, 5 mm. diam.; bid deadline June 27. Director General of Purchases & Stores, Egyptian Railways, Bldg., over Shoubra Subway, Shoubra, Cairo.★

363 Household Appliances

France

Household appliances except refrigerators, washing machines. Direct purchase and agency. Ets. Pommier (importer, manufacturer's agent), 56 rue de Passy, Paris 16.

Netherlands

Electric household appliances. H.I.M. N.V. (importing distributor), 19 Catharina van Renesselaan, Utrecht.

364 Electric Lighting, Wiring Equipment

Thailand

☆ Pole line hardware. Loan 19; worldwide. Invitation PDC-MEA-121. Bid deadline July 5. Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Copies of complete invitation to bid available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl. NW., Washington 8, D.C.★

366 Communication Equipment

Pakistan

☆ Installation of internal telephone systems for T.P. I & II, 2 complete sets, turnkey job for supply and erection of fully automatic exchange with extension. Loan 6; worldwide. Tender VA-2/ICA/65819/DLF/62. Bid deadline June 26. Director General of Supply & Development, Frere Rd., Karachi. Specifications may be obtained from Embassy of Pakistan, attention Miss Renwick, 2325 Mass. Ave., N.W., Washington, D.C.★

Yugoslavia

☆ Fire alarm system equipment, complete set, Req. 2720-178-A. Loan 135; U.S. source. Bid deadline June 25. Invest Import, Terazija 5, Belgrade.

367 Electronic Components, Accessories

France

Electronic products. Direct purchase and agency. MAPREN—Materiaux & Produits Electroniques & Nucleaires (importing distributor, commission merchant, agent), 8 rue Bellini, Paris 16.

371 Motor Vehicles, Equipment

Cyprus

Sedan motorcars. Direct purchase and agency. Phanos A. Papageorgis (importer, distributor, commission agent), 5 Protagoras St., P.O. Box 229, Famagusta. WTD 5/18/62.

Greece

● Trucks 4, diesel oil driven engine with 4, 6, 8 cylinders of about 80 hp. at about 2,200 r.p.m., engines of greater power also acceptable; bid deadline July 5. Piraeus Port Authority (OLP), Piraeus.★

Iraq

● Buses, 5, gasoline engines, 32-38 passengers; tender Misc/4, bid deadline July 23. Buses, 20, gasoline engine 4 to 6 cylinders, 15 passengers; tender Misc/5, bid deadline July 25. Director of Contracts & Purchases, Ministry of Defense, Baghdad.★

373 Aircraft, Parts

France

Aeronautical spare parts; electric, electronic aircraft equipment. Direct purchase and agency. Société Transavia (importer, retailer, exporter), 29 rue Bois-le-Vent, Paris 16. WTD 8/31/61.

381 Engineering, Laboratory, Scientific, Research Instruments

Congo (Leopoldville)

● Scales, enamelware, chinaware for hospital use; estimated value $12,100; bid deadline July 6. Congolese Ministry of Public Health, Medical Supplies Sec. Léopoldville. Specifications in French.★

Germany

Electric measuring, testing, regulating, analyzing instruments and equipment for scientific institutes, hospitals, laboratories, chemical industries; 220 v. a.c. single ph. 50 cy. Direct purchase and agency. Hans-Joachim Kleinfeld (importing distributor, manufacturer's agent), Alte Celler Heerstr. 43, Hanover. WTD 2/16/61.

India

☆ Radiation pyrometers, recorder controllers, motorized valves, special oil burning equipment, special combustion controls, furnace components of alloy steel

(more than 20% chrome), electric element supporting bricks (refractories), electric elements, plastic chrome ore, high alumina cement, air operated and air balanced manipulators, recuperators, atmosphere generator. Loan 157; U.S. source. Ref. 41(783)62.AID.II. Bid deadline June 30. Steel Plant Pvt., Ltd., 205 Dr. A. Besant Rd., Worli, Bombay 18. Cable address: FURNACES. ★

Israel

☆ Telsmith Gyrasphere, or equal, crusher model S, standard coarse bowl or medium bowl 49 in., complete with V-rope drive, guard. Loan 66; U.S. source. Subauthorization 66A/450. Bid deadline June 22. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y. Tenders should refer to S/A number, be prepared on basis of f.a.s. U.S. port of exit or f.o.b. foreign port. Delivery desired by Sept., prices itemized and show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting to buyer.

Netherlands

Navigation equipment, such as compasses. R. Neeter (importing distributor), 14 Pernesstraat, Castricum.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Netherlands

Automatic regulators such as grease pressure, temperature regulators. R. Neeter (importing distributor), 14 Pernesstraat, Castricum.

Switzerland

Electronic apparatus for measuring temperature, revolution, movement. Direct purchase and agency. Baur, Stieger & Co. (importing distributor, manufacturer's agent), Oberer Graben 3, P.O. Box 1206, St. Gall. WTD 4/2/62.

383 Optical Instruments, Lenses

France

Precision optical instruments. Direct purchase and agency. NOVELEC-Toutes Applications de l'Electronique A l'Industrie (manufacturer), 41 rue Sedaine, Paris 11. WTD 4/18/62.

384 Surgical, Medical, Dental Instruments, Supplies

Congo (Leopoldville)

● Hospital, dispensary equipment, various; estimated value $10,000; bid deadline July 18. Congolese Ministry of Public Health, Medical Supplies Sec., Léopoldville. Specifications in French. ★

Germany

Microscopes, lenses; spectroscopic instruments; laboratory glass, ceramics; measuring, testing, regulating, analyzing instruments, apparatus; 220 v., a.c. single ph., 50 c. Direct purchase and agency. Hans-Joachim Kleinfeld (importing distributor, manufacturer's agent), Alte Celler Heerstr. 43, Hanover. WTD 2/16/61.

Iraq

● Dental chairs, 30, equipped with drilling equipment, water connection, air compressor, spray instruments, mouth light, reflecting mirror, 10 to be fitted with x-ray attachments; 10 all steel dental cabinets with 7-9 drawers for instruments, medicine compartment on top; tender M/22/62/503, bid deadline July 22. Terms, specifications available from Secretary of Committee, Central Purchasing Board, Ministry of Finance, Baghdad, for $4.20, plus $1.20 to cover air-mail postage. ★

Netherlands

Electrical air fresheners, massage equipment. Direct purchase and agency. N. V. Montreux (importer, exporter, general trader), 197 O.Z. Achterburgwal, Amsterdam.

385 Ophthalmic Goods

Netherlands

Ground lenses for eyeglasses; plastic, imitation gold metal eyeglass frames. Direct purchase and agency. C. Reterink (importing distributor), 68 Nijmeegsebaan, Nijmegen.

391 Jewelry, Silverware, Plated Ware

Australia

Jewelry. Paul Ditisheim Pty., Ltd. (importer, distributor), Kay House, 63 Castlereagh St., Sydney. WTD 5/22/62.

393 Musical Instruments, Parts

Bolivia

Musical instruments. Kattan y Cia., Ltda. (importer), Ave. America 221-53, La Paz. WTD 5/24/62.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Australia

High-quality novelties. Paul Ditisheim Pty., Ltd. (importer, distributor), Kay House, 63 Castlereagh St., Sydney. WTD 5/22/62.

Bolivia

Costume jewelry. Kattan y Cia., Ltda. (importer), Ave. America 221-253, La Paz. WTD 5/24/62.

Germany

Cuff links, shirt studs of plastic, nonprecious metals. Direct purchase and agency. U. Kogge (wholesaler), P.O. Box 1021, 753 Pforzheim/Baden. WTD 5/15/62.

399 Miscellaneous Manufacturing Industry Products

Germany

Presentation cases for hearing aids, other products. Direct purchase and agency. Micro-Technic (manufacturer, importer, exporter, wholesaler), 94 Loewenstrasse, Stuttgart-Degerloch.

458 Fixed Facilities, Services Related to Air Transportation

Greece

● Wind indicators (direction and speed), 10; tender B/330, bid deadline June 28. State Purchases Directorate B', 50 Socratous St., Athens. ★

505 Farm Products, Raw Materials

France

Raw hides, skins of all types. Ets. G. Magnant & Cie. (importer, exporter), 104 ave. des Champs Elysees, Paris.

Raw crocodile skins. Ets. Peausoie (importer, exporter), 28 rue Beaurepaire, Paris 10.

509 Miscellaneous Wholesale Products

Germany

Aluminum scrap: Taint/tabor, tense, tough, foil waste. Internationale Handelsagentur G. Peter Weinberg (importer), 80 Hindenburgstrasse, Ludwigsburg/Wuerttemberg. WTD 2/28/62.

International Representation

Exclusive distributorships for these commodities are wanted only if specified.

012 Fruit, Tree Nut, and Vegetable Farms

France

Fresh fruit: Apples, lemons, oranges, grapefruit. Ets. Jean Capmas & Fils (dealer), 13 rue des Innocents, Paris 1. WTD 4/26/62.

201 Meat Products

Germany

Canned meat such as corned beef, specialties other than poultry. Alfred Stegemann (manufacturer's agent), 82 Kolonnenstr., Duisburg. WTD 10/12/61.

Canned meats, poultry. Peter Duerkop (manufacturer's agent), Isfeldstr. 31, Hamburg-Blankenese.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Germany

Unusual delicatessen foods such as canned rattlesnake meat, dried ants, grasshoppers. Peter Duerkop (manufacturer's agent), Isfeldstr. 31, Hamburg-Blankenese.

Jamaica

Peanuts; shelled, whole; peas: yellow split, red, black eyed. S.M. Edwards, Ltd. (manufacturer's representative, commission agent), 6 East Parade, Kingston. WTD 4/24/62.

204 Grain Mill Products

Belgium

Alfalfa meal with high percentage of albumen, carotine. Leo J. T. Van Immerseel (commission merchant, importer, exporter), 49 Meir, Antwerp. WTD 5/10/62.

Jamaica

Corn; whole grain, cracked. S.M. Edwards, Ltd. (manufacturer's representative, commission agent), 6 East Parade, Kingston. WTD 4/24/62.

220 Textile Mill Products

Australia

All types of textile piece goods, laces

(preferably cotton), for clothing, industrial purposes; furnishing fabrics. Lewin Trading Co. (manufacturer's agent), 94 Elizabeth St., Melbourne, Victoria. WTD 5/14/62.

England

Knitted, woven fabrics for manufacture of men's casual shirts, cardigans, coats; woven novelty fabrics, trimmings for ladies', children's underwear. Michael Abbott, Ltd. (manufacturer's agent), 4 Ellesmere Close, Snaresbrook, London, E.11. WTD 5/21/62.

Woolen, cotton piece goods, particularly those blended with synthetic fibers, lower to medium priced; furnishing fabrics. Mauch Modica & Co., Ltd. (manufacturer's agent, commission merchant, importing distributor, broker), 78 Fenchurch St., London, E.C.3. WTD 5/15/62.

224 Narrow Fabrics, Other Smallwares Mill Products

France

Industrial tapes for painting, packing, electrical work. Exclusive agency. Ets. Hamet (importer, wholesaler, manufacturer's agent, commission agent), 9 rue du Chemin de Fer, Eaubonne (Seine & Oise). WTD 1/29/59.

225 Knitwear

Congo

Men's, women's, children's knit underwear. Gita (commission agent), B.P. 1418, Léopoldville. WTD 10/10/61.

227 Floor Covering Mill Products

Germany

Rugs, carpets. Hellmut Jagalla (manufacturer's agent), Im Alten Dorfe 1, Hamburg-Volksdorf.

230 Apparel

Congo

Men's, women's, children's underwear; ladies' girdles, brassieres. Gita (commission agent), B.P. 1418, Léopoldville. WTD 10/10/61.

Germany

Stylish men's clothing such as casual and sports wear, leather coats. Erich Peter (manufacturer's agent), 54 Cherusker St., Duesseldorf-Oberkassel. WTD 7/10/61.

239 Miscellaneous Fabricated Textile Products

Germany

Cotton, rayon, linen draperies. Hellmut Jagalla (manufacturer's agent), Im Alten Dorfe 1, Hamburg-Volksdorf.

250 Furniture, Fixtures

Germany

Modern steel, wood, upholstered furniture of fine quality for homes, offices, merchant vessels; exquisite small furniture, occasional chairs. Hellmut Jagalla (manufacturer's agent), Im Alten Dorfe 1, Hamburg-Volksdorf.

251 Household Furniture

England

Baby chairs, cots, furniture, nursery equipment. Nordan, Ltd., trading as Swithin Prams (importing distributor), 72 Willesden Lane, London, N.W.6. WTD 5/21/62.

264 Converted Paper, Paperboard Products

France

Industrial tapes for painting, packing, electrical work, cellulose. Exclusive agency. Ets. Hamet (importer, wholesaler, manufacturer's agent, commission agent), 9 rue du Chemin de Fer, Eaubonne (Seine & Oise). WTD 1/29/59.

270 Printing, Publishing, Related Industry Products

Germany

Newspapers, trade journals, directories. F. B. Schapitz, Auslandswerburg (agent), 7122 Besigheim bei Stuttgart. WTD 1/12/62.

280 Chemicals

Germany

All kinds of chemical raw, semi-finished materials for paper, textile, lacquer, varnish industries. H. & A. Gratenau (importing distributor, manufacturer's agent), Klosterwall 2, Hamburg 1. WTD 1/26/62.

Jamaica

Chemicals for paint, soap, drug industries. S.M. Edwards, Ltd. (manufacturer's representative, commission agent), 6 East Parade, Kingston. WTD 4/24/62.

281 Industrial Chemicals

Italy

Sodium borate, boric acid for ceramic industry. Giuseppe Sinigalia (sales agent, wholesaler), Corso Garibaldi 144, Ancona.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Germany

Home permanent wave preparations, novelty hairdresser's supplies. Direct purchase and agency. Scharff, Kober & Co. (importer, exporter, wholesaler), 26 Eschersheimerlandstr., Frankfurt/Main. WTD 5/11/62.

302 Rubber Footwear

France

Medium-priced rubbers, rubber boots for men, women, children. Agency and distributorship with financial responsibility if so desired. Jean Fournier (wholesaler, sales agent, distributor), 9 rue Chruche d'Or, Limoges, Haute-Vienne, WTD 7/5/61.

307 Miscellaneous Plastics Products

Germany

Plastic hose, plastic shaped parts. Gottlieb Gawantka (manufacturer's agent), Heidlohstr. 61, Hamburg-Schnelsen.

311 Leather Tanning, Finishing

France

Leather for manufacture of small leather goods such as ladies' handbags, billfolds, brief cases. Peausoie (importer, exporter), 28 rue Beaurepaire, Paris 10.

314 Footwear

France

Medium-priced leather boots, shoes for men, women, children. Agency and distributorship with financial responsibility if so desired. Jean Fournier (wholesaler, sales agent, distributor), 9 rue Cruche d'Or, Limoges, Haute-Vienne. WTD 7/5/61.

Surinam

Men's, women's shoes, medium priced, lightweight for tropical wear. Robot Agencies (importing distributor, commission merchant), Krobiastraat 20, Paramaribo. WTD 5/25/62.

321 Flat Glass

Philippines

Flat glass. Amon Trading Corp. (importing distributor, manufacturer's agent, exporter), 246 Buendia Ave., Makati, Rizal, or P.O. Box 1151, Manila. WTD 3/9/61.

325 Structural Clay Products

Philippines

Tiles. Amon Trading Corp. (importing distributor, manufacturer's agent, exporter), 246 Buendia Ave., Makati, Rizal, or P.O. Box 1151, Manila. WTD 3/9/61.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Philippines

Insulation. Amon Trading Corp. (importing distributor, manufacturer's agent, exporter), 246 Buendia Ave., Makati, Rizal, or P.O. Box 1151, Manila. WTD 3/9/61.

331 Steel Mill Products

Netherlands

Steel tubing, fittings; gas, water tubing; boiler tubes, seamless, butt-welded. H.J. Reesink & Co. N.V. (importing distributor), 7 Havenstraat, Zutphen.

Philippines

Steel angles, beams. Aboitiz Marketing Corp. (importing distributor, manufacturer's agent), P.O. Box 219, Manila. WTD 5/10/61.

Galvanized pipes. Amon Trading Corp. (importing distributor, manufacturer's agent, exporter), 246 Buendia Ave., Makati, Rizal, or P.O. Box 1151, Manila. WTD 3/9/61.

342 Cutlery, Handtools, General Hardware

England

Builders' hardware, construction technical products. Rhodes Chains, Ltd. (manufacturer), Carlisle House, 8 Southampton Row, London, W.C.1. WTD 5/21/62. Booklet.★

Germany

Handtools for home workshops. Oskar Frenzel (wholesaler, retailer, sales agent), Unterer Markt, Neunkirchen/Saar. WTD 5/10/62.

Handtools for metalworking industries. Gottlieb Gawantka (manufacturer's agent), Heidlohstr. 61, Hamburg-Schnelsen.

Netherlands

Kitchen aids, nonelectric can openers,

food choppers and grinders for household use, particularly those kitchen items adapted to demonstration purposes at fairs, department stores. Handelmaatschappij Rinco (manufacturer's agent), Bongerdplein 34, Epe.

Philippines

Builder's hardware, tools, locks. Amon Trading Corp. (importing distributor, manufacturer's agent, exporter), 246 Buendia Ave., Makati, Rizal, or P.O. Box 1151, Manila. WTD 3/9/61.

344 Fabricated Structural Metal Products

Netherlands

Steel flanges. H.J. Reesink & Co. N.V. (importing distributor), 7 Havenstraat, Zutphen.

Philippines

Construction materials: Aluminum fittings such as windows and doors. Aboitiz Marketing Corp. (importing distributor, manufacturer's agent), P.O. Box 219, Manila. WTD 5/10/61.

Aluminum panels, windows, other aluminum parts. Norton & Harrison Co. (importing distributor, manufacturer's agent), 660 Echague, P.O. Box 3176, Manila.

352 Farm Machinery, Equipment

Netherlands

Two wheeled tractors for agricultural purposes. H.J. Reesink & Co. N.V. (importing distributor), 7 Havenstraat, Zutphen.

353 Construction, Mining, Materials Handling Machinery, Equipment

India

Earthmoving equipment, mobile cranes. Bombay Co. Pvt., Ltd. (importer, exporter, wholesaler, manufacturer, sales agent), 9 Wallace St., Fort, Bombay 1. WTD 1/16/62.

354 Metalworking Machinery, Equipment

Germany

Portable electric machinery, tools for home workshops, 220 v. a.c., 50 c. Oskar Frenzel (wholesaler, retailer, sales agent), Unterer Markt, Neunkirchen/Saar. WTD 5/10/62.

Machine tools for metalworking industries. Gottlieb Gawantka (manufacturer's agent), Heidlohstr. 61, Hamburg-Schnelsen.

Italy

Portable power tools. A. Balcone & A. Perego (importing distributor), Via Cusani 10, Milan. WTD 3/29/62.

355 Special Industry Machinery

India

Complete foundry equipment comprising all types of electrical melting furnaces; molding machines, sand slingers; sand-conditioning plant, fettling machines; core shooters; sand-testing equipment; plant, equipment for thermal, hydroelectric stations. Bombay Co., Pvt., Ltd. (importer, exporter, wholesaler, manufacturer, sales agent), 9 Wallace St., Fort, Bombay 1. WTD 1/16/62.

Uganda

Cotton gins. Kettles-Roy & Tysons, Ltd. (merchant, engineer), P.O. Box 28, Kampala. WTD 5/18/62.

356 General Industrial Machinery, Equipment

Germany

Spray painting guns, transportable compressors; home spray outfits with air compressor, membrane type, portable, with ⅓ hp. or ½ hp. electric motors, 220 v., a.c., 50 c. Oskar Frenzel (wholesaler, retailer, sales agent), Unterer Markt, Neunkirchen/Saar. WTD 5/10/62.

357 Office, Computing, Accounting Machines

Netherlands

Automatic weighing, sorting machines, such as butcher scales. C. H. Poort (commission merchant), 1 Frans Halstraat, Hengelo.

All types of office machines except typewriters. Cikam Bedrijfsmachine Maatschappij N.V. (importing distributor). Singel 464, Amsterdam.

358 Service Industry Machines

France

Vending machines. Société Internationale de Vente d'Appareils Menagers-S.I.V.A.M. (importer, wholesaler), 225 Faubourg Saint-Honore, Paris 8. WTD 7/5/61.

Italy

Temperature controls, compressors for refrigeration units. Columbus Import Export (sales agent), 4/11 Via Quarnaro, Genoa.

Self-contained refrigerator engine compressors, continuous current units (12, 24, 32 v.), for pleasure boats. Exclusive agency. "Il Frigorifero" di Evandro Natali (importer, installer), 62r Via Assarotti, Genoa.

362 Electrical Industrial Apparatus

Germany

Sintering metal shapes, solenoid valves and pressure switches for refrigerating, hydraulic, oil-heating industries; explosion proof solenoid valves; vacuum switches, cemented carbide tips. Gottlieb Gawantaka (manufacturer's agent), Heidlohstr. 61, Hamburg-Schnelsen.

363 Household Appliances

France

Cooking stoves, refrigerators, washing machines. Société Internationale de Vente d'Appareils Managers-S.I.V.A.M. (importer, wholesaler), 225 Faubourg Saint-Honore, Paris 8. WTD 7/5/61.

Netherlands

Electric household appliances, particularly those adapted to demonstration purposes at fairs, department stores. Handelmaatschappij Rinco. (manufacturer's agent), Bongerdplein 34, Epe.

364 Electric Lighting, Wiring Equipment

Australia

Electric light fittings, especially colonial type table lamps. Alliance Agencies (manufacturer's representative), 114a Linden Court, Market St., Sydney. WTD 5/10/61.

371 Motor Vehicles, Equipment

Denmark

Automotive spare parts, accessories. B.V. Nissen (manufacturer's agent), 18 Snippevej, Copenhagen NV. WTD 5/22/62.

France

Automotive accessories. Agency on commission basis only. Jean Nesme (manufacturer's agent), Appartement 35D "Lou Trioulet," ave. Aviateur Le Brix, Marseille 9. WTD 5/17/62.

Italy

Automobile accessories; antifog, traffic safety devices. L'Autoaccessorio, S.a.S. (importing distributor), Via Pirelli 5, Milan. WTD 6/14/61.

385 Ophthalmic Goods

Norway

Sunglasses. Chr. Farup (manufacturer's agent), 32 Dronningensgate, Oslo. WTD 4/7/62.

386 Photographic Equipment, Supplies

France

Photographic equipment, supplies. Photomaton (importing distributor), 94 rue Saint-Lazare, Paris.

394 Toys; Amusement, Sporting, Athletic Goods

England

Baby carriages. Nordan, Ltd., trading as Swithin Prams (importing distributor), 72 Willesden Lane, London, N.W.6. WTD 5/21/62.

395 Pens, Pencils, Other Office, Artists' Materials

Congo

Ballpoint pens. Gita (commission agent), B.P. 1418, Léopoldville. WTD 10/10/61.

Netherlands

Office supplies such as typewriter ribbons, carbon paper, stencils. Van Dorp's Agenturen (importing distributor), Milletstraat 40, Amsterdam.

399 Miscellaneous Manufacturing Industry Products

Germany

Modern handicraft articles, ceramics, lamps for interior decoration of homes. Hellmut Jagalla (manufacturer's agent), Im Alten Dorfe 1, Hamburg-Volksdorf.

509 Miscellaneous Wholesale Products

Rhodesia, Nyasaland

Used paper. R.D. Agencies, Pvt., Ltd. (Richard Daggitt) (manufacturer's agent), P.O. Box 3199, Salisbury, Southern Rhodesia. WTD 12/19/60.

Leads for Importers

Commodities are offered direct unless specified.

203 Dried and Dehydrated Fruits, Vegetables, Sea Foods

Trucial States

Dates, dried limes; dried fish for animal feed; top quality; unlimited quantities. Direct or through selling agents. Ahmed Bin Ali Alowais (importer, retailer, wholesaler, export merchant), P.O. Box 146, Dubai. WTD 5/20/62.

223 Broadwoven Fabric Mill Products

France

Knitted fabrics, wool or synthetic fibers. "Haute Couture." Direct or through agents. Laures (manufacturer), 65 ave. President Wilson, Beziers, Herault. WTD 5/18/62.

Angora rabbit hair, high quality or ordinary type; 3,000 kilos. Manager (broker, export merchant), "Beausejour," Route de Vannes, Nantes (Loire Altantique).

227 Carpets, Rugs

Egypt

Handmade Egyptian woolen rugs; all sizes, designs. 500 sq. m. per month. George Messadi & Sons (dealer, manufacturer, exporter), 63 rue Nebi Daniel, Alexandria, U.A.R. WTD 5/23/62.

238 Miscellaneous Apparel

France

Women's jersey knitwear, dresses, suits, cardigans, sweaters, coats; wool or acrylic fibers; deluxe articles, "Haute Couture" and "Boutique." Direct or through agents. Laures (manufacturer), 65 ave. President Wilson, Beziers, Herault. WTD 5/18/62.

251 Wooden Household Furniture

Egypt

Genuine antique furniture, 16th, 17th, 18th century; handmade replicas. Limited to order. Fayek (Salah Fayek & Mahmoud Hamdy), 3 rue Eglise Americaine, Alexandria, U.A.R. WTD 5/23/62.

266 Building Paper, Boards

Germany

Wood, mineral fiber sound-proofing material. Direct or through agents. Neue Baustoffe Hoting & Co. (exporter, wholesaler), 55 Beim Industriehafen, Bremen, WTD 5/17/62. Prospectus. ★

283 Medicinal Chemicals

France

Gums, all types, arabic, tragacanth, copal, dammar, lac, shiraz. Direct or through agents. Ets. Monnier-Besombes & Cie. (export merchant), 20 rue Raspail, Marseille 4. WTD 5/10/62.

324 Cement, Hydraulic

Netherlands

Portland cement; high quality; A.S.T.M. 150/53, type 1; quantity to be agreed upon. Schill & Faber (commission merchant), 106A Laan van Meerdervoort, The Hague. WTD 5/10/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Spain

Crude barytes (good, white mineral suitable for nuclear construction as wall filler); low grade; 100,000 metric tons; 82-85% $BaSO_4$ content. Direct or through agents. Compania Auxiliar de Comercio Exterior, S.A. (exporter, commission merchant), Goya 139, Madrid. WTD 11/9/59.

354 Metalworking Machinery, Equipment

Germany

Cutting machine, portable, "More-cut." Intreko Kg. H. Pfeil (manufacturer, exporter, importer, wholesaler, agent), P.O. Box 396, Konstanz/Bodenesee. WTD 5/16/62. Catalogs, price lists.★

355 Special Industrial Machinery

France

Machines for agriculture, accessories. Direct or through agents. Ets. Couaillac & Bly. (manufacturer), 151-63 Ave. de Paris, Chatillon-sous-Bagneux (Seine).

Germany

Machinery for continuous oil recuperation from metal chips; high grade, any number according to requirements. Direct or through agents. Ellerwerke Otto Ellerbrock (manufacturer), Steilshooper Strasse, 102-16, Hamburg 33. WTD 4/22/60. Illustrated folders.★

365 Phonograph Records

Kenya

Records and/or tapes of indigenous music by various tribes in East Africa. Firm anxious to find agent interested in potential tribal recordings as collectors' curios and/or educational material to provide market information (organization of packaging, type of recordings), arrange distribution. East African Records, Ltd. (manufacturer), P.O. Box 30256, Nairobi. WTD 7/7/61.

371 Motor Vehicles, Equipment

France

Pistons sleeves for internal combustion engines. Direct or through agents. Société De. Demolin (manufacturer), 63 ave. Danielle Casanova, Ivry-s/Seine.

381 Engineering, Laboratory, Scientific, Research Instruments

Belgium

Anticalcareous magnetic water treatment apparatus. Epuro, S.A. (manufacturer, exporter), 148 Ave. de France, Antwerp. WTD 5/15/62.

384 Orthopedic Supplies

Germany

Infrared sauna. Gebrueder Bosch (manufacturer, exporter), Jungingen/Hohenzollern. WTD 5/16/62. Prospectus.★

391 Jewelry, Silverware, Plated Ware

Germany

Flatware, stainless steel, knives, forks, spoons, other tableware; sets for children; hollowware, sterling silver, handmade only. Direct or through agents. Koch & Bergfeld (manufacturer), 200 Kirchweg, Bremen. WTD 5/10/62. Catalogs, price lists.★

399 Miscellaneous Manufacturing Industry Products

Germany

Automatic memorandum calendar, "Memex." Direct or through licensing agreement. Gerbrueder Bosch (manufacturer, exporter). Jungingen/Hohenzollern. WTD 5/16/62. Leaflets.★

Trucial States

Mother-of-pearl shells, ivory goods; top quality; unlimited quantities. Direct or through selling agent. Ahmed Bin Ali Alowais (importer, retailer, wholesaler, export merchant), P.O. Box 146, Dubai. WTD 5/20/62.

505 Farm Products, Raw Materials

Australia

Raw, wet salted belly or hornback crocodile skins and/or tanned skins; small or large sealed; 1st, 2d, 3d grade. DPI Intercolonial Exporters & Importers Pty., Ltd., with associate company H & I Drieberg Inc. (import, export merchant; manufacturer's indent agent), 10 C. Grove St., Cairns, North Queensland. WTD 4/5/62.

Burma

Goatskins, dried and salted; 24,000 pieces; 1st grade 80%, 2d grade 20%; medium, large, extra large. U Phoo & Co. (Pyawbwe), 369 Maung Tauley St., Rangoon. WTD 5/16/62.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

Australia

C. J. Macdermott, representing Queensland United Foods, Ltd., and subsidiaries, Montague Rd., South Brisbane, Queensland, interested in processing, bottling, and cartoning of milk and cream; manufacture and distribution of ice cream, milk powder, and byproducts; distribution of frozen goods; and manufacture of low temperture cabinets; also technical information on packaging and cartoning of milk, cream, ice cream, and related equipment. June 28 via Honolulu for

approx. 10 weeks; c/o Dairy Society International, 1145 19th St., N.W., Washington 6, D.C. Intinerary: San Francisco, St. Francis Hotel, June 29-July 3; Columbus, Ohio, July 3-9; c/o J. Hoffman Erb, Bordens, Washington, Mayflower Hotel, July 9-15; New York City, Waldorf-Astoria Hotel, July 15-19, Oct. 21-26; Springfield, Mass., Oct. 15-21; Atlantic City, N.J., Hotel Dennis, Oct. 26-Nov. 3; Detroit, Sheraton-Cadillac Hotel, Nov. 4-9; Indianapolis, Nov. 9-13; Chicago, Executive House Hotel, Nov. 13-20; Los Angeles or San Francisco, Statler Hotel or Saint Francis Hotel, Nov. 20-24; Honolulu, Edgewater Hotel, Nov. 24-29.

John A. Harris, representing John A. Harris & Associates Pty., Ltd., 22 A Balmerino Ave., Toorak, Melbourne, interested in real estate developments and investments particularly contacts in field of home estate buildings, home units, and their marketing in the U.S. June 22 via Honolulu for 1 month; c/o Thos. Cook & Son (travel agents), 520 W. 6th St., Los Angeles 14. Itinerary: Honolulu, Los Angeles, San Francisco, Seattle, New York.

Arthur David Robb, representing Ralph Symonds, Ltd., Underwood Rd., Wentworth Point, Homebush Bay, N.S.W., interested in contacting marine architects and engineering firms that use extra large plywood panels. June 20 via New York for 1 month; c/o Australian Consulate General, 636 Fifth Ave., New York. Itinerary: New York, Washington, San Francisco, other cities as business warrants.

Henry A. Ryder, representing Cocktail Blouses Pty., Ltd., 121 Riley St., Sydney, interested in obtaining fashion services and possibly joint ventures with American ladies' blouse manufacturers. June 29 via San Francisco or Los Angeles for 2 weeks; Clift Hotel, Geary & Taylor Sts., San Francisco; Biltmore Hotel, Madison Ave. & 43d St., New York. Itinerary: San Francisco, New York.

John Charles Wright, representing Belling & Lee (Australia) Pty., Ltd., Canterbury Rd., Kilsyth, Victoria, interested in electronic industry. June 27 via New York for approx. 12 days; c/o Australian Trade Commissioner, 636 Fifth Ave., New York. Itinerary: New York, Chicago, San Francisco, Honolulu.

Desmond Dorsett and R. J. Gourlay, representing Gourlay Cabinets, Ltd., Anzac Highway, Keswick, South Australia, interested in possible licensing arrangements with commercial refrigeration cabinet manufacturers; also technical information. May 28 via Los Angeles for 7 weeks; c/o L. R. Kern, 36 Nolan Drive, Glendale 22, St. Louis. Itinerary: St. Louis, Kansas City, Detroit, New York, Chicago, San Francisco, possibly other cities.

J. E. Henshelwood, Director of Industrial Development Branch of Tasmanian state government, interested in attracting investment in new industries in Tasmania. May 26-Sept. 8; c/o U.S. Department of Commerce Field Offices in cities on itinerary: Chicago, June 15-July 9; Washington, July 12-14; New York, July 16-Aug. 3; Boston, Aug. 5-6; Canada, Aug. 8-17; Buffalo, Aug. 19-20; Seattle, Aug. 24-28; Spokane, Aug. 29-30.

Peter Lubo, representing Peter Lubo Pty., Ltd., 94 Oxford St., Sydney, interested in direct purchase of low-priced cotton fabrics for manufacture of aprons, especially pleated cotton fabrics. July 4 via New York for 1 month; c/o Statler Hilton Hotel, 7th Ave. & 33d St., New York. Itinerary: New York, San Francisco, Los Angeles, Boston.

Frederick Pratt, representing Moreton Rubber Works, 14 Logan Rd., South Brisbane, Queensland (P.O. Box 55, East Brisbane), interested in machinery and equipment for motor-tire-retreading industry. Early July via New York for 1 month; c/o U.S. Department of Commerce Field Office, 350 Fifth Ave., New York 1. Itinerary: New York, Buffalo, Chicago, Akron, San Francisco.

Germany

Theodor Weisser, representing Weisser & Co., GmbH., Kattrepelsbruecke 1, Hamburg 1, interested in meeting with manufacturers of petrochemicals. June 10 via New York for 1 month; c/o Hotel Pierre, 5th Ave. & 61st St., New York. Itinerary: New York, Washington, Los Angeles, San Francisco.

India

Pratap Bhogilal, Managing Director, representing Batliboi & Co., Forbes St., P.O. Box 190A, Fort, Bombay, interested in agency for high voltage electrical switchgear equipment from 11 kv.-220 kv. and above. June 27 via New York for 1 month; c/o Frederick & O'Meara, 11 Broadway, New York 4. Itinerary: New York, Chicago, Seattle, Memphis, Pittsburgh.

Iran

E. J. Manafzadeh, representing Manafzadeh Group of Cos., 79 Ave. Shah, Tehran (P.O. Box 1135), interested in light industrial plants, patented consumer and speciality products. Late June via New York for 2 weeks; c/o M. M. Sulkes, Diners Club Inc., 10 Columbus Circle, New York 19. Itinerary: New York, Washington, Los Angeles, Seattle.

Japan

Kensuke Imase, representing Central Japan Industries Assn.-Management Investigative Mission, 44 Higashifutaba-cho, Higashi-Ku, Nagoya, member of 12-member mission representing various manufacturing and commercial enterprises in central Japan, interested in technical information on industrial management in U.S. June 26 via New York (Idlewild Airport) for 3 weeks; c/o Tokai Bank, Ltd., 149 Broadway, New York 6. Itinerary: New York, Buffalo, Washington, Dayton, Chicago, Seattle, San Francisco, Los Angeles, Honolulu.

Morocco

Pierre Pahaut-Carel, representing Jean Carel & Cie., Essaouira, interested in visiting medium-sized tanneries; also contacting tannery equipment and machine manufacturers with view to eventual purchase of new-type tannery machinery and equipment. June 18 for 2 weeks; c/o U.S. Department of Commerce Field Offices in New York and Boston. Itinerary: New York, Boston.

Netherlands

Otto B. Berets, owner, Efficiency Bouw Consultants N.V. i.o. (Efficiency Building Consultants), 545 Herengracht, Amsterdam, interested in contacting importing distributors for acrylic sanitary fixtures, such as wash basins, bath tubs. June 9 via New York for 3 months; c/o Efficiency Building Consultants International, 28 W. 69th St., New York. Itinerary: New York, Los Angeles, San Francisco, Detroit, Chicago.

Pakistan

Syed Mujibullah, representing S. Mujibullah, 2/2 Ramkrishna Mission Road, Dacca, interested in purchase of and obtaining agencies for farm machinery, iron and steel materials; selling live monkeys, birds, reptiles, and crude drugs. Mid-June via New York for 2 months; c/o Shamrock Farms Inc., Road 2, Middletown, New York. Itinerary: New York; Detroit; Washington; New Market, Va.; Indianapolis; Pittsburgh; San Francisco; Los Angeles.

New Trade Lists

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated May unless otherwise indicated.

Air Conditioning and Refrigeration Equipment Importers, Dealers, and Manufacturers—Finland.
Air Conditioning and Refrigeration Equipment Importers, Dealers, and Manufacturers—Norway, April.
Aircraft and Aeronautical Equipment Importers and Dealers—Austria.
Automotive Vehicle and Equipment Importers and Dealers—India.
Automotive Vehicle and Equipment Importers and Dealers—Syria.
Boot and Shoe Manufacturers—Spain.
Business Firms—Burma.
Chemical Importers and Dealers—Ceylon.
Chemical Importers and Dealers—Malaya.
Chemical Importers and Dealers—Morocco.
Chemical, Synthetic Organic Manufacturers—Austria.
Dry Goods and Clothing Importers and Dealers—India.
Dry Goods and Clothing Importers and Dealers—Syria, April.
Furniture Importers and Dealers—Hong Kong.
Glass and Glassware Importers, Dealers, and Manufacturers; Chinaware and Household Pottery Product Importers and Dealers—Costa Rica.
Hide, Skin, and Fur Importers, Dealers, and Exporters—Norway.
Household Appliance Importers and Dealers—Panama.
Household Appliance Importers and Dealers—Philippines.
Iron and Steel, Nonferrous Metal, and Building Material Importers and Dealers—India, April.
Iron and Steel, Nonferrous Metal, and Building Material Importers and Dealers—Spain.
Jewelry, Silverware, Timepiece, and Giftware Importers and Dealers—Trinidad, Tobago.
Lumber, Plywood, and Veneer Importers, Dealers, and Exporters—Jamaica.
Medicinal and Toilet Preparation Importers, Dealers, and Manufacturers—Belgium, April.
Printers, Lithographers, Engravers, and Publishers—Mexico.
Petroleum Product Importers, Dealers, Producers, and Refiners — Republic of South Africa.
Seed and Bulb Importers, Dealers, and Exporters—Venezuela.
Tobacco and Tobacco Product Importers, Dealers, and Manufacturers — Guatemala.
Tobacco and Tobacco Product Importers, Dealers, and Manufacturers—Thailand.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

ADEN—Large number of housing projects recently initiated in Aden, others to be constructed in near future. Most, designed to accommodate British military personnel, including prefabricated houses, apartments, and barracks. Local financing and labor widely utilized. (FCW, July 31, 1961, p. 26) ★

AUSTRALIA—New South Wales Government planning to erect office block in Sydney for State Government, $11-million building to contain 3 wings, gross floor area of 390,000 sq. ft., and be completely air conditioned. Bids to be invited by Department of Public Works, Sydney, N.S.W., in July. ★

BOLIVIA—In view of shortage of domestic supply of cement, additional supplies may be imported for construction of La Paz international airport. (FCW, May 8, 1961, p. 19; Mar. 26, 1962, p. 509.) Prime contractor for project Empresa Constructora Bartos & Cia. (Casilla 1136), 282 Colon, La Paz.

Ministry of Rural Affairs, La Paz, intending to negotiate $18-million credit for housing construction, plan calling for $10-million in 2 years for 8,000 houses.

As result of recently signed $4-million loan agreement with USAID/Bolivia, Bolivian petroleum entity to purchase machinery, tools, pipe, laboratory equipment, and instruments for petroleum exploration. Write Yacimientos Petroliferos Fiscales Bolivianos, Ave. Camacho-Bueno 5804, La Paz.

BRAZIL— According to recent press release, Government considering construction of atomic reactor, cost in excess of $100 million. Plant would be managed by new semigovernmental organization under name "Atomobras" (Energia Atomica do Brazil, S.A.).

According to local press reports, Vitoria-Minas and Rede Mineira de Viacão to be improved and track changed to standard wide gage. Ministry of Transportation, Rio de Janiero, to request Alliance for Progress loan to reequip line.

Petrobras Pôrto Alegre oil refinery, with construction recently initiated (FCW, Feb. 2, 1961, p. 13; Feb. 5, 1962, p. 195), eventually scheduled to be expanded into petrochemical complex. Write Petroleo Brasilerio, S.A., Praca Pio X, 119 11° andar, Rio de Janiero.

CHILE—Empresa Nacional de Electricidad (ENDESA), Santiago, reportedly planning to double capacity of Puerto Aysan hydroelectric plant by installing second generator.

Kaiser Aluminum & Chemical Corp., 1924 B'way, Oakland, Calif., intending to invest about $1.2 million in facilities to manufacture basic superrefractory materials for metallurgical castings and other uses. Plant to be established at Conception.

ECUADOR—Bids for equipment for 2 Caja de Seguro (Social Security Administration) hospitals at Cuenca and Riobamba expected to be invited this month. Financing arrangements important. Specifications reportedly to be issued by Director General, Departmento Medico del Seguro Social, Calle Garcia Morenco 1413, Quito.

Other government-sponsored hospitals in planning stage or under construction include 50-bed hospital at Jipijapa; 200-250 bed hospital at Portoviejo; 250-bed pediatric hospital, "Baca Ortiz," in Quito; 250-300 bed teaching hospital in Cuenca; 200-bed military hospital in Guayaquil. Write Ministry of Social Welfare, Quito.

GABON—New development plan for Gabon proposing several large construction projects including paper plant and dam at Kinguele Falls (FCW, Mar. 26, p. 510) wood and lumber utilization projects. ★

GERMANY—In addition to refinery under construction at Ingoldstadt, 2-million-ton refinery planned for Heilbronn area by Suedpetrol A.G. fuer Erdoelwirtschaft, Munich 9, subsidiary of Ente Nazionale Idrocarburi (ENI), 50 Via Tevere, Rome.

GREECE—Plans for expansion of Scaramanga shipyard at cost of $7.5 million announced by Niarchos-owned Hellenic Shipyards Co.

Industrial Development Corp., Athens, has announced plans for construction of 2 plants at Volos, $3.3-million iron and steel fabricating plant and $4-million woolen textile mill. ★

A new project in Greece, estimated to cost over $75,000, is open to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project calls for construction of water supply works at Keratea, Attica, and comprises civil and mechanical engineering works to be performed under a single contract; bid deadline July 23.

Eligible firms interested in bidding should submit their applications by June 16 to Ministry of National Defense, General Air Staff, Branch C, Directorate C4, Section 1, Athens.

Copies of the tender notice are available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

U.S. firms not already certified to participate in NATO work should send a résumé of their qualifications to the Business Services Division, as described in the brochure of the NATO international competitive bidding program, available from that division.

HONG KONG—Plans for another project in Hong Kong's development program (FCW, Apr. 9, p. 601) released. This phase of program affects Shatin District and will call for establishment of residential, commercial, and industrial areas, and installment of required facilities. Copy of plan available on loan. ★

ITALY—A new project in Italy is open to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project calls for supply and installation of a radio link between Decimomannu Airfield and an amplifying center at Cagliari.

Eligible firms interested in bidding should submit their applications, on prescribed forms, before July 25 to Ministero della Difesa-Aeronautica, Ispettorato Telecommunicazioni ed A.V., Ufficio NATO-UEO, Viale Castro Pretorio, Rome, referring to project 9969.

The prescribed forms are available on request from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Application should include qualification data.

U.S. firms not already certified to participate in NATO work should send a resumé of their qualifications to the Business Services Division, as described in the brochure on the NATO international competitive bidding program, available from that division.

IRAQ—Construction works to be initiated soon on 3 large sports exhibition facilities in Baghdad (FCW, Sept. 11, p. 20; Apr. 23, p 695), expected to offer opportunities for sale of various equipment such as outdoor lighting system, stadium seats, swimming pools, public address systems. ★

MALI—According to local press reports, Government planning to request U.N. financial assistance for construction of large-scale hydroelectric and water-control dam on Senegal River. ★

MEXICO—Plant for production of activated charcoal to be established by Cia. Maderera de Durango in El Salto, Durango. Firm seeking $4.8-million loan from Bank of America.

PANAMA—Preliminary plans prepared for 600-bed Los Santos Psychiatric Hospital and 274-bed Aguadulce Regional General Hospital, cost set at $1.9 million and $3 million respectively, with AID financing.

PERU—Instituto Nacional de la Vivienda, Lima, has announced work to begin soon on second phase of satellite city at Ventanilla, consisting of construction of 2,100 low cost housing units, schools, and various civic buildings.

REPUBLIC OF SOUTH AFRICA—Depending upon preliminary approval of White Paper for $650-million Orange River Development Scheme, qualification data to be solicited soon from consulting engineering firms expressing interest in participating in program. Although not fully determined, contract for first phase of plan to involve design and construction of 2 dams and 51-mile tunnel. On basis of designs and specifications, construction bids may be solicited within 9-12 months. Questionnaire for submission of qualifications data for consultants and copies of White Paper (about $1.50) may be obtained from Ministry of Water Affairs, Patterson Bldg., 173 Schoeman St., Pretoria. (FCW, Mar. 20, 1961, p. 20; Dec. 11, 1961, p. 12; Apr. 16, 1962, p. 688.)

SUDAN—In its 7-Year Plan, Posts & Telegraphs Dept., Khartoum, planning to replace all overhead wires by underground cables.

TURKEY—Construction of tourist hotel at Bostanci contemplated by David Pincas, Alliance Corp., 70 Middle Neck Rd., Great Neck, N.Y. Cooley Loan application reportedly submitted to AID for financing of project.

Peru extends bid deadline for hospital construction

The invitation for bids by the Council for Public Works for construction of the proposed Callao Women's Hospital at Callao, Peru, has been extended from May 12 to 11 a.m. July 7. (FCW, Mar. 26, p. 509.)

West German firms show interest in licensing and joint ventures on wide variety of products

Goods include prefabricated houses, roofing materials, construction equipment, advertising displays, chemicals

Many German firms interested in offering licenses, being licensed, or joint venture arrangements with U.S. firms were uncovered by the recent U.S. Trade Mission to Germany.

When available, supplementary information as indicated by a star (★) may be obtained on loan by U.S. firms in the United States from the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

227 Floor Covering Mills

Offers license for nonskid underlay for rugs. Gebr. Wunderlich, Lerbach/Osterode/Harz.

243 Prefabricated Houses

Wants joint venture with manufacturer to erect prefabricated units. Roland Hess Schwabstrasse 40, Fellbach/Wuer Hemberg.

281 Industrial Chemicals

Pigment manufacturer seeks license or joint venture to produce and sell items to paint, plastics, building materials industries. Farbwerke Franz Rasquin GmbH, Clevischer Ring 180, Koelin-Muelheim.

295 Paving, Roofing Materials

Manufacturer of roofing and anticorrosion materials seeks joint venture to expand production with related items. J. & Otto Krebber Oberhausen (Rhld.).

307 Plastics Products

Offers license for new design plastic vacuum suction hose and flexible high pressure PVC hose and connections. Adolf Rohde GmbH, Brandenburgische Str. 17, Berlin-Steglitz. ★

327 Concrete Products

Parking garage designer and builder seeks license to produce precast building components for parking garages, other uses. Parkhochhaus GmbH, Koelner Str. 14, Duesseldorf.

344 Fabricated Structural Metal Products

Joint venture for manufacturing small parts and components, stampings, small sheet metal forming, electrical switchgear, wiring panels. Wilhelm Krah KG, Drolshagen/Westphalia.

345 Bolts, Nuts, Screws

Firm specializing in heavy-duty and large-sized nuts and bolts seeks reciprocal licensing with manufacturers of fasteners. Emil Kettler, Hasperbach Box 467, Hagen-Haspe.

353 Construction Equipment

Firm making track laying, other railway equipment, and machine tools seeks diversified products to manufacture under license. Robel & Co. Maschinenfabrik, Thalkirchner Strasse 210-220, Muenchen 25. ★

Seeks new line to manufacture under license in construction and plastics packaging fields. Kleindienst & Co., 8 Argonstrasse 8, Augsburg.

License sought for metal fabricating of warehousing and materials handling equipment. Peter Ruppel, Haus am Hassensprung, Monnolshain-Kronberg Ts. ★

Manufacturer of industrial process equipment seeks license to produce steel fabricated industrial processing and materials handling equipment for chemical, metallurgical, agricultural, construction materials industries. Hein, Lehman & Co. AG, Fichtenstrasse 75, Duesseldorf. ★

354 Metalworking Machinery, Equipment

Manufacturer of hydraulic presses, die sets, pneumatic indexing rotary table. Fischer-Brodbeck GmbH, Wiedachstrasse, Weinberg/Wuertt.

Offers license on principle for drilling, reaming, tapping without deflection. Otto Muller Maschinenfabrik, Plochingen/Wuerttemberg.

Desires to fabricate and assemble U.S. machine tools, mining equipment under contract for sale in Germany. Emil Kettler, Hasperbach, Box 467, Hagen-Haspe.

Offers license for patented carbide cutting tools. Fabrik fuer Praezisionswerkzeuge Dr. Kress KG, Aslen/Wuerttemberg.

License for special processes for grinding, lapping sought by manufacturer of all types of clutches. Lamellen und Kupplungsbau August Haeussermann, P.O. Box 89, Stuttgart-Obertuerkheim. ★

Machine tool maker offers license for transfer presses, seeks license for automatic, single spindle lathe. Industrie-Werke Karlsruhe Aktiengesellschaft, Brauerstrasse 25, Karlsruhe. ★

Wants license to manufacture mechanical equipment for machine tool, aircraft industries. Planet-Mettall GmbH, 15-17 Frierrichstrasse, Onstmettingen/Wuertt.

355 Special Industry Machinery

Manufacturer of pig iron, cast iron, cast steel seeks license to produce equipment for reprocessing heavy scrap for remelting. Rheinstahl-Eisenwerke, Friedrich-Ebert-Strasse 100, Muelheim-Meiderich. ★

Manufacturer of shoe, leather machinery interested in making related machinery under license. Schoen & Cie GmbH, Teichstrasse 19, Pirmassen.

Manufacturer of paper-processing, printing machinery seeks license for high speed, automatic paper-processing machinery. Hobema Maschinenfabrik, 59 Worringerstrasse, Duesseldorf.

Paper-processing machinery manufacturer seeks license to produce equipment for pulpmaking, paper refining and finishing. ER-WE-PA Maschinenfabrik u. Eisengiesserei GmbH, 49-51 Neandertaler Str., Erkrath b. Duesseldorf.

Offers license on new automatic newspaper inserter. Hepp GmbH, 7a Schmidt-Ott-Str. (Hepphaus), Berlin-Steglitz. ★

Wants license to manufacture U.S. product to expand line of spinning, garment-cutting machines. G. Anton Steeleman u. Soehne, Oberhaugstett/Kreis Calw.

Manufacturer of cotton-spinning machines seeks license to produce light and medium machinery. Spintex Spinnerei-Maschinenbau Stiehl, Fromm & Co., Fornsbacherstr. 92, Murrhardt/Wuerttemberg.

Offers license for paper-towel and napkin-making machinery, and seeks license for paper processing or converting equipment. Drehsen & Dreesbach, 225 Koelner Landstrasse, Duesseldorf.

Wants license to manufacture fruit, vegetable weighers, counters, fillers to be connected to bag filling, crimping equipment. Maschinenfabrik Spang & Brands, Oberursel/Taunus. ★

Cross licensing arrangement for graphic arts machinery sought by manufacturer of automatic cylinder letterpress machines, carbon paper inserting or interleaving machines. E.u.K. Grimm OHG Maschinenfabrik, Mainflingen am Main. ★

356 General Industrial Machinery, Equipment

Manufacturer of packaging equipment wants to manufacture U.S. equipment under license to complete its line of nonrigid packaging machinery. Industrie-Werke Karlsruhe Aktiengesellschaft, Brauerstrasse 25, Karlsruhe.

License to manufacture clutches offered by producer of clutches for all purposes. Lamellen und Kupplungsbau August Haeussermann, P.O.B. 89, Stuttgart-Obertuerkheim. ★

Offers license for constant horsepower, variable speed, mechanical transmission. Helmut Guettler, 5 Rosenstr., Duesseldorf.

357 Computing Machines

Computer manufacturer seeks reciprocal licensing arrangement for electronic computers or allied digital equipment. Zuse KG. Wehneberger Strasse 4, Bad Hersfeld/Hessen.

358 Service Industry Machines

Desires license for industrial air-conditioning, smoke-control equipment. G.

Simpelkamp & Co. Maschinenfabrik, P. O. Box 929, Krefeld. ★

362 Electrical Industrial Apparatus

Wants license or joint venture arrangement to manufacture 5 millisecond analogs to digital converter. Rega, Brucker & Co., Box 241, Seigburg.

Seeks license or joint venture arrangement to manufacture numerical control systems. Theodor Kiepe Vertriebsgesellschaft GmbH, Thornerstrasse 1, Duesseldorf-Feisholz.

Manufacturer of electrical control, power, generating equipment wants license to produce new products to expand operations. Pintsch Bamag A.G., Butzbach/Hessen.

363 Household Appliances

License to manufacture home ironer sought by wholesaler of electrical appliances, producer of electrical switchboxes. Bruns & Finkenberg, 3 Ebertstrasse, Bocholt/Westf.

367 Electronic Components, Accessories

Joint venture to make electronic items sought by producer of textile machinery. Merkel & Kienlin GmbH, 38 Fabristr., POB 84, Esslingen/Neckar.★

371 Motor Vehicle Equipment

Engineering company offers license for production of stepless gears, driving elements for amphibious vehicles. Wilhelm Salzig, 27-29 Walgasse, Cologne.

382 Control Instruments

Wants license to manufacture electronic test or measuring equipment. Sadowski & Co. Esslingen-Berkheim. ★

Manufacturer of electronic controls seeks reciprocal licensing. Weitmann & Konrad, Postfach 80, Stuttgart, Werk Echterdingen. ★

386 Photographic Equipment

Offers license to produce and sell 360° camera, projection equipment, plexiglass rear projection screens for daylight viewing. Equipment has application in advertising, driver and pilot training, traffic and industrial monitoring. Buero fuer Kinotechnische Entwicklung, Lotzestrasse 13a, Goettingen.

399 Signs, Advertising Displays

Manufacturer of point of sale advertising material wants affiliation with U.S. firm to exchange designs, produce point of sale material for German market. Wullner & Maix, Wallbrecht Str. 93, Hanover-Linden.

Plastics license sought by Netherland concern

A Dutch firm that produces paint and allied products seeks a U.S. license to manufacture phenolic molding powders.

Write to N.V. Verffabrieken Avis, Westzaan, The Netherlands.

Pharmaceutic, storage battery, flakeboard, tile plants sought for growing Nigerian market

Feasibility studies by Rockefeller Brothers Fund say opportunities good for U.S. businessmen

The growing Nigerian market offers excellent potentials to U.S. businessmen in pharmaceutical, structural tile, storage battery, and flakeboard plant products.

With capable management planning, a pharmaceutical factory in Nigeria should return attractive profits on investment.

This is pointed out in a recently received report, "General Feasibility Survey of a Pharmaceutical Project in Nigeria."

Good expansion opportunities

This is strengthened by ample opportunities for expansion and diversification of product lines as one of the results of aggressive disease control programs.

The present market for ethical drugs is valued at about $8.9 million.

In line with general efforts to develop manufacturing industries as a means of diversifying the economy, Nigeria is experiencing a building boom around its capital city of Lagos.

Clay deposits in this area have aroused interest in the establishment of a plant for production of structural clay products useful in the building trade.

Information on this budding industry is contained in a report, "Technical and Economic Feasibility of a Structural Clay Tile Plant for Western Nigeria."

Auto batteries imported

In 1960 the Nigerian automotive battery market capacity was an estimated 27,800 units, all of which had to be imported.

For 1966, annual sales of storage batteries in Nigeria are projected to a level of 60,000-100,000 units.

In the past about one storage battery has been imported annually for every 2 vehicles registered in the country.

In 1960 there were approximately 53,-100 licensed vehicles in Nigeria.

Useful information on this industry is contained in a report, "Prospectus for the Establishment of a Lead-Acid Automotive Storage Battery Company in Nigeria."

Low investment, high return

A flakeboard operation apparently is the most advantageous wood product opportunity, according to a study "Diversified Wood Products Industries."

This report indicates a plant would require a relatively low investment; the expected return would be high.

Raw materials are plentiful, there is no competition in flakeboard production, and a good potential market exists.

These and other feasibility studies are a result of the practical technical assistance program instituted by the Rockefeller Brothers Fund in 1959.

This program was undertaken to enable Nigeria to broaden the base of its economy by establishing productive enterprises.

The reports normally cover market opportunities for a given enterprise, plant specifications, capital requirements, financing plans, operating cost estimates, and other information.

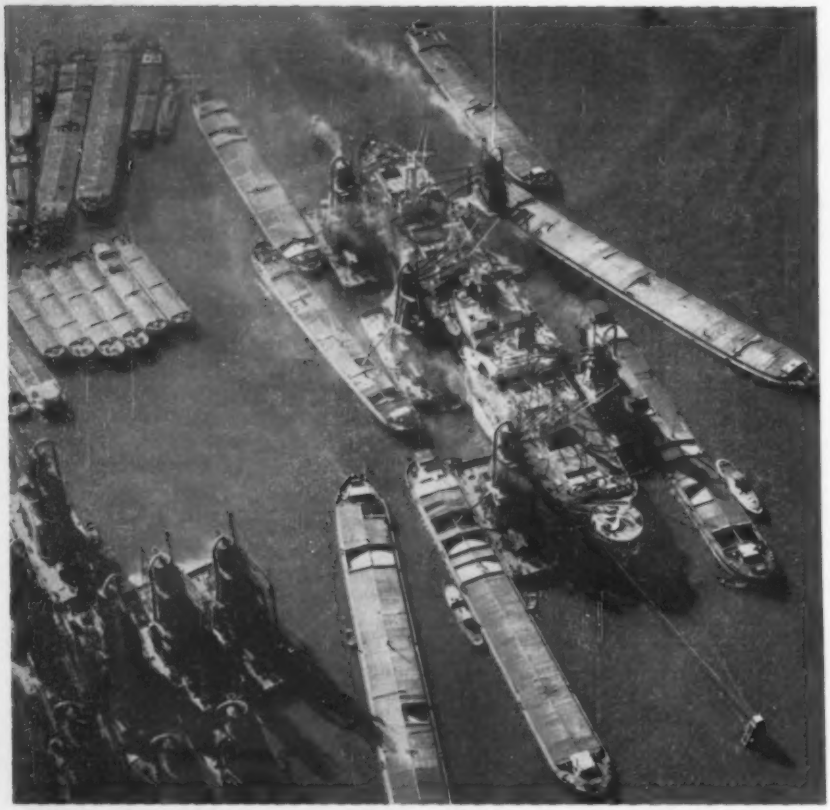
Makes no commitments

The Fund is a philanthropic foundation and does not make commitments in any project covered by its studies.

Negotiations for setting up a given enterprise lie entirely in the hands of local and foreign investors and appropriate Nigerian Government authorities.

The U.S. Department of Commerce is, however, especially able to render numerous services to the American business community on many of their foreign trade problems.

Copies of the 4 feasibility studies are available on loan from the Office of International Investment, Department of Commerce, Washington 25, D.C.



Floating suction pumps nuzzle up to a cargo ship in Rotterdam harbor while offloading grain into waiting barges. Rotterdam, one of the world's busiest ports, is the queen city of Netherlands' trade.

Netherlands economy rallies from 1961 growth slowdown

Industrial orders are high and foreign trade up; earnings from services offset trade deficit; lower luxury tax may boost already brisk U.S. sales

Most areas of the Netherlands economy appear to be shifting back into high gear after a marked slowdown during 1961.

Industrial production has shaken off the effects of a slump during the latter part of 1961, according to the U.S. Embassy in the Hague.

Demand is growing with no slackening in sight and foreign trade advanced moderately, as both imports and exports increased over the same 1961 period.

Demand for commercial credits has expanded rapidly, causing some tightening of liquidity. Negotiations toward economic integration within the EEC, continued and agreement was reached on association status for the Netherlands Antilles.

Dutch industry appears to be making a good recovery from the slowdown caused by reduced working hours in 1961. The seasonally corrected index of industrial production for the first 2 months of 1962 shows a 4% increase over the same period in 1961 and the preceding quarter.

Index figures show the total order backlog of Dutch industry remained high at the end of the fourth quarter of 1961.

The majority of industrial sectors showed increases over the third quarter.

Only slight increases, however, were noted for the important metal and textile industries, whereas shoes, clothing and paper sectors experienced large order build-ups.

Smaller rubber orders

The rubber and furniture sectors reported decreased orders.

A notable increase in new orders has been registered, with manufacturers of consumer goods and semi-manufactures reporting strong increases.

Export orders were rising faster than domestic ones.

The Royal Dutch Shell Group recently opened a new plant for the manufacture of a new chlorinated pesticide at the Shell chemical complex near Rotterdam, and another Shell plant for the production of the new synthetic rubber, polyisoprene, is nearing completion in the same area.

The Minister of Economic Affairs announced that the natural gas deposits discovered in Northern Groningen Province in 1960 are now estimated at 150 billion cubic meters, almost 3 times greater than the original estimate of 60 billion cubic meters.

This is enough to supply 25% of all Dutch energy requirements for 20 years.

The Groningen field thus assures adequate quantities of gas for new petrochemical plants and for cheap thermal electric power for industrial applications such as aluminum refining.

The government has not yet fixed its price policy for the gas or construction of pipe lines to transport it.

Some textiles can't compete

Although most sectors of the textile industry remain strong and possess thick order books, some smaller cotton textile firms have been having difficulties with lower sales, rising costs, and increased competition from abroad, notably Spain.

This fragmented industry has been forced to consolidate and increase efficiency.

The trend toward consolidation continued in other industrial sectors, largely brought on by existing or anticipated competition within the Common Market.

Cooperative arrangements between

Dutch and foreign enterprises continued, with British firms showing particular interest in such joint ventures. Several Dutch subsidiaries have been established abroad recently. The most important was a new plant, built by the United Machine Works of Amsterdam near Mexico City, for the manufacture of various types of production equipment.

U.S. investment drops

The high rate of new U.S. investment in the Netherlands has slackened this year.

No new U.S.-Dutch joint ventures have been announced, although a number are under negotiation.

Only 4 new wholly-owned U.S. investments in the Netherlands were announced during the first quarter.

The most important is a Dow-Chemical International project establishing a new chemical plant at Terneuzen to manufacture several types of plastics, industrial chemicals and semi-manufactures.

Foster-Grant, Inc., of Leominster, Massachusetts will construct a new chemical and plastics plant at Breda which will utilize semi-finished materials from parent plants in the U.S.

Johnson's Wax Company has taken over operation of its former licensee and sales agent, Duchi N.V.

A large grain company in Rotterdam, N.V. Commissiehandel Cereales, was purchased by the United Milk Company of Cleveland as the first step in the formation of an international concern for agricultural trade between South America and Western Europe.

The slow-down in U.S. investment was not seen as a long-term trend but rather a periodic lull, since a number of U.S. firms are currently investigating the possibilities for investment in the Netherlands.

Modest trade growth

Dutch foreign trade has continued to increase at a moderate tempo. Imports for first quarter 1962 reached $1,378 million (4,992 million guilders) 3.4% above the same quarter in 1961, but smaller than any quarterly increase noted in 1961.

Consumer goods imports were particularly high, as they were throughout 1961.

Exports for the first 3 months of 1962 were valued at $1,115 million, (4,040 million guilders), only ½% above the comparable period in 1961.

Exports equalled only 81% of imports, compared with 83% a year earlier.

The trade deficit for the first half of the year is always higher than for the last two quarters, since most Dutch agricultural exports are shipped in the latter quarters.

Therefore, the total trade deficit for 1962 probably will not exceed $828 million, (3 billion guilders) an estimate based on a projected 4% increase in exports and a 4.5% rise in imports.

If the trade deficit is held to this figure and receipts from services grow as expected, the surplus in the balance of payments will amount to between $82.8-$110.4 million (300 and 400 million guilders).

Although a $138 million (500 million guilders) surplus is considered desirable, Dutch officials feel that the high level of reserves built up in 1959 and 1960 make a somewhat lower figure acceptable for a year or two.

Netherlands trade with the Common Market continued to develop more rapidly than with most other countries. Imports from the EEC rose by 7% and exports by 6% over comparable periods last year.

Trade with the European Free Trade Association (EFTA) developed at a slower rate than the average for Dutch trade with the world.

U.S. imports zoom

Imports from the U.S. showed a particularly strong increase of 21%, rising to $119 million (431 million guilders) for the first 2 months of the year, but exports to the U.S. fell off 5% to $30.6 million (111 million guilders).

The projected reduction in the luxury turnover tax on a large number of items from 18% to the normal rate of 5% may increase U.S. exports to the Netherlands.

When the bill becomes law, probably in June, the luxury tax on refrigerators, cameras and other photographic equipment, private aircraft, watches and clocks, nylon covered shoes, and many other items will be lowered to 5%.

The market for refrigerators in the Netherlands is believed to be particularly favorable, both because of the impending tax reduction and the changing attitude of the Dutch housewife, who now looks on refrigerators and other electric household appliances as necessities rather than luxuries.

The demand for bank credits has grown rapidly, with credits extended by commercial banks to the private sector reaching unprecedented levels.

Interest rates rose and banks were repatriating their short term investments abroad to meet domestic demand for funds.

Limiting credit

To curb the rate of credit expansion, the Netherlands Bank implemented special reserve requirements agreed to by the commercial banks in 1960.

In March the Bank announced that January bank credits had exceeded the ½% per month determined as the maximum desirable increase in private credits extended by commercial banks in 1962.

Banks violating this maximum were required to make special cash deposits with the Netherlands Bank, varying from 25 to 100% of the amounts of excess credit granted.

The maximum also appeared to be exceeded in February.

The government announced a $82.8 million (300 million guilder) bond loan to reduce liquidity in February. Demand was so great that only 6% of the subscriptions could be allocated.

By the March 22 payment date, commercial demand for funds had considerably reduced liquidity.

To enable loan payments to be made without liquidating short-term foreign investments, the required cash reserve ratio was reduced from 8% to 6% for the period from March 22 to April 23.

On February 1 the Treasury, through a $52.4 million (190 million guilder) issue of 4 and 8-month bills, attempted to avert certain seasonal pressures in the money market.

The 8-month bills were issued to absorb funds in February when the situation is generally liquid and to release them in October when corporate tax payments reach their peak and place considerable strain on the banks.

The Bank for Netherlands Municipalities has announced a $13.8 million (50 million guilders) 30-year bond issue. Sold at par, the bonds will bear 4.5% interest and be redeemable in 20 equal installments beginning in 1972.

Cash surplus

Provisional balance of payments figures for 1961 show a cash surplus of $200.7 million, (727 million guilders) down from the $361 million (1,308 million guilders) in 1960.

The decrease resulted from a less favorable trade balance and a smaller net surplus on services.

The capital account showed a deficit of $291.5 million (1,056 million guilders) approximately 3 times greater than in 1960.

Increased Dutch purchases of foreign securities, decreased foreign purchases of Dutch securities, and prepayment of a portion of the government's foreign debt resulted in the greater outflow of capital funds.

There have been repeated reports that KLM suffered substantial losses during 1961 and it was not known whether the airline's economy drive had improved

the picture during the first quarter of 1962.

Discussions with the government regarding financial assistance to the airline continued, but no legislation on the subject was presented to Parliament.

Talks were also underway regarding possible KLM membership in the proposed Air Union organization.

More jobs than men

Unemployment remains negligible, with job openings far exceeding the number of registered unemployed.

Slight relief was offered through further importation of foreign workers, but the absence of a labor reserve remained the chief limiting factor to production increases.

Difficulties were experienced in implementing the round of wage increases scheduled for the first 6 months of 1962. The dispute was settled in early April when the government's slightly altered wage policy was accepted.

The wage increases are expected to be sizable, and employees will also receive compensatory raises for a proposed rent increase on July 1.

Wages for female employees will go up as a result of a recent Government directive requiring them to be at least 85% of male wages for comparable work.

The net result will probably be an average wage increase of 8% during 1962.

Bad winter for farms

Unfavorable weather conditions hindered the agricultural sector. Below-normal temperatures, frost and snow retarded the growth of winter grains and delayed soil preparation for spring plantings.

New target prices for feed grains brought a temporary lull in the grain market.

Butter stocks were very much larger than those of a year ago, although a sizeable portion was unfit for human consumption, but potato prices rose as a result of last year's smaller crop.

Dutch cattlemen and meat processors were encouraged when the Italian border was reopened to live slaughter cattle and meat on April 1.

Since surface shipments cannot be made via Belgium and Switzerland because of the presence of hoof and mouth disease in the Netherlands, live calves are now being flown to Italy.

A subsidy is being granted exporters to compensate for the higher transportation costs.

French-oriented trade doesn't prevent Cameroon's rising interest in U.S. goods

Recent trade mission finds selective opportunities; realistic development plan stresses the attainable

Newly-independent Cameroon offers an expanding market for U.S. products as well as an area of potentially profitable investment in selective industries, although France will almost certainly retain her dominant position in the former colony's economy for some time to come.

A new report of the U.S. Trade Mission to Central Africa shows that several new industries have recently begun operating, chiefly in association with Cameroon's agricultural and forestry industries, which have traditionally dominated her economy.

AFRICAN LUMBER: James Del Rio, a member of the recent U.S. Trade Mission to Cameroon, visits a sawmill in the capital city of Yaounde. The newly-independent African nation is improving its transportation system to make such potentially profitable products accessible to markets.

The Federal Republic of Cameroon was formed in October, 1961, by the union of the Republic of Cameroon (which had been independent since January 1960) and the United Nations Trust Territory of Southern Cameroon.

The country, located on the Gulf of Guinea in the heart of tropical Africa, occupies an area of 175,300 square miles, slightly larger than California.

The most important cities include the capital, Yaounde, with a population estimated at 80,000 people including 2,000 Europeans; Douala, the country's largest city and principal port with an estimated population of 150,000 and 5,000 Europeans, Nkambe Garoua with about 20,000 people, Edea and Buea.

Cameroon's population, according to 1961 estimates, is 4.1 million, with about 16,000 non-Africans.

Located at the racial crossroads of Africa, Cameroon has a complex of some 140 ethnic groups, including in the south the Bantu, mainly farmers, and frequently Christian; in the north the Aboriginal pagan Kirdis and Moslem stock breeders such as the Foulbes; in the west the industrious Bamilekee; and in the east some 6,500 pygmies.

In 1961 school enrollment reached 382,000.

The country is predominently agricultural, with very little industrialization and an average per capita income of about $90 per year. However, the income is very unevenly distributed.

Agricultural economy

The economy of Cameroon is based almost entirely on agriculture, with cattle raising around Garoua. Although subsistance farming remains predominent, there has been a considerable increase in the output of exportable crops in recent years.

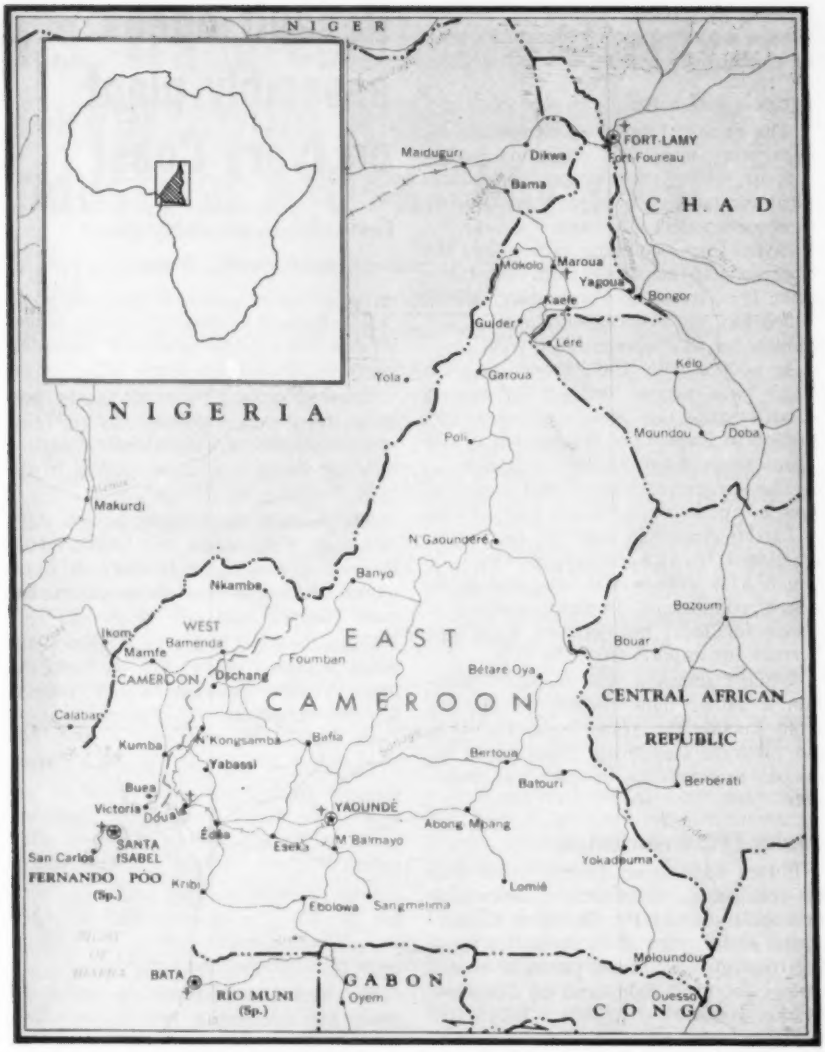
Cassava, millet, and palm oil are produced almost exclusively for local consumption.

While peanuts and bananas (116,000 metric tons) are also produced for export, the country's major export crops consist of cocoa (about 76,000 metric tons a year) and coffee, (1960/1961 production 45,000 metric tons), which together account for about 65% of Cameroon's exports.

Wood, rubber, cotton and livestock are also exported in significant quantities.

Crop production is increasing due to the improvement of the transportation system and the opening up of new areas for marketing.

Unlike the traditional money crop of cocoa, which is still largely in the hands



of Africans who organize production as a family enterprise, the export crops such as coffee and cotton are generally organized on a plantation basis.

Guaranteed prices for exports

Like most tropical countries Cameroon's exports are concentrated on a few agricultural products, several of which are now in world surplus. Cameroon has special arrangements with France and the United Kingdom, which provide guaranteed outlets at satisfactory prices for a large part of exportable production.

Coffee and bananas benefit from these arrangements, but saturation of the French market led to the imposition of quotas on coffee and threatens to do so for bananas.

Presently France takes over 65% of Cameroon's total exports, which in 1961 amounted to $98 million.

Principal products exported included cocoa ($25 million), coffee ($20 million), aluminum ($19 million), cotton ($6 million) and wood (about $6 million).

In 1961 Cameroon's imports were valued at $96 million, with France supplying approximately 60%.

Major imports consisted of manufactured consumer goods, semi-finished products, capital goods, food, beverages, tobacco and fuel.

Imports from the U.S. reached $6.3 million in 1961, representing 6.5% of total imports.

Limited industrial growth

In recent years a few industries have come to Cameroon. They deal chiefly with the processing of agricultural and forest products.

The country's largest single industrial enterprise, the Alucam aluminum plant at Edea on the Sanaga river takes advantage of the low-cost hydroelectric power available from the Edea falls.

The power plant has a capacity of 150,000 KVA.

The Alacam plant turns out 45,000 metric tons of aluminum ingots annually.

Alumina, the principal raw material, is imported from Guinea.

An aluminum fabricating plant which turns out corrugated aluminum sheeting was built next to the ingot factory in 1961.

However, there is still no rolling mill producing coils or sheets.

Other industries include breweries, clothing, plastic shoes and cigarette factories.

There is also a bicycle assembly plant located at Douala, several metal furniture plants, a plastic bag plant, sawmills and a cocoa butter factory.

Cameroon's 5-Year Development Plan calls for the installation of several new industries, including a cement plant at Douala.

Improving transportation

The transportation system is receiving a great deal of attention.

Only about 390 of the country's 6,310 miles of roads are paved, while the rest are gravel roads.

Highway improvement programs occupy an important place in Cameroon's efforts to better the transportation network, and construction has commenced on several roads which will facilitate the movement of goods from various remote parts of the country, the north in particular.

The railway system includes 315 miles and plans call for a sizable extension.

About 90% of Cameroon's port traffic is handled by the port of Douala (almost a million metric tons in 1961). Modernization of port facilities is in process.

Agriculture still dominates

Income and purchasing power in the Cameroon depend on the sale of agricultural products.

Most of the people live by farming, essentially subsistance, and herding.

Principal crops include cassava, millet, sorghum, corn, peanuts, cocoa, coffee and rubber. The livestock population is estimated at 1.25 million cattle, 1.5 million sheep and goats, as well as numbers of pigs, horses and donkeys.

Forestry offers great possibilities but current forest exploitation is far below its potential, due to the high cost of labor and transportation difficulties.

Cameroon has modest deposits of

gold, cassiterite (1960 production: 99,250 metric tons), and bauxite. Iron ore deposits in the Kribi coastal area are estimated at 100 million tons.

The major Cameroonian imports from the U.S. are: prepared food and beverages, tobacco, petroleum products, chemical products, iron and steel pots and pans, used clothing, motor vehicles including tractors and parts, motors for airplanes, pumps, material handling equipment, earth moving equipment, extracting machines, bearings and air-conditioners.

Need import licenses

Import licenses are required for all except franc zone imports, which enjoy a privileged position on the Cameroonian market.

In addition to tariffs ranging up to 25%, an import sales tax of 15% is levied on most goods entering the country.

Both customs duties and the import sales taxes are levied uniformly, regardless of the country of origin.

Under an agreement with France, Cameroon can dispose of its own foreign exchange earnings, with some specifically listed exceptions.

Rising interest in U.S. goods

Import restrictions placed on the dollar area, the U.S. in particular, have adversely affected a number of American products such as earthmoving, refrigerating and automotive equipment, in which the U.S. had enjoyed a competitive advantage.

While these American exports suffered somewhat, there has been growing interest in other products where recent improvements have given the U.S. a technological advantage.

Material handling equipment, small motors and compressors are examples of successful American sales efforts.

It is becoming evident that American firms supplying electrical or mechanical equipment must maintain a supply of spare parts and offer on-the-spot servicing to remain successful on the local market.

While the licensing system plays an important role in channelling imports from various sources, other factors such as special market agreements and foreign aid also influence the level of imports.

As indicated above, under Cameroon's special marketing arrangements with France, coffee and bananas are purchased by France at prices substantially above world price levels, thus contributing to Cameroon's purchasing power.

Partly as a result of these advantages France is able to supply more than 60% of Cameroon's imports.

French aid vital

The various French aid programs, are even more important, including budget support, capital development and technical assistance. These programs amount to approximately $50 million a year.

Benefits are beginning to flow into the Cameroonian economy from the European Economic Community (EEC), which has approved expenditures of $33 million for developmental projects.

In addition, the U.S., France and the EEC have agreed, subject to certain considerations, to provide another $33 million to finance the first section of the Transcameroonian Railway extension.

The American share of this contribution will be between $8 and $10 million.

Direct American aid to Cameroon amounted to $1.8 million in 1961, of which $1.4 million was allocated to finance commercial imports, making it easier for local businessmen to obtain licenses for imports from the U.S.

While Cameroon will probably maintain a rather tight control on imports from outside the franc zone, the U.S. aid program may bring about some increases in purchases of American products.

Seeks EEC association

Future tariff developments must also be considered. Cameroon is interested in association with the Common Market, which would grant preferential treatment for tropical agricultural products in exchange for tariff reductions on Common Market goods.

Negotiations are also under way for the creation of a customs union between the 5 Middle African countries of Chad, Cameroon, Central African Republic, Congo (Brazzaville) and Gabon.

A recent U.S. trade mission found that the Cameroon Government has well-established plans for economic development of the country.

Under the 5-year plan agriculture, which provides 90% of the national income, is to be diversified, methods of production improved, the cooperative movement expanded and output increased.

The plan also calls for the selective industrialization of the country recognizing the lack of capital, income and qualified technicians.

Provisions are made for training men to carry out the plan, improving general education and health control.

Renault opens assembly plant on Ivory Coast

First African assembly plant to supply trucks, tractors

The Renault Company formally opened its new Ivory Coast automobile assembly plant in Abidjan on April 28.

Located on a 12-acre lot in the port area, the plant's buildings cover 97,000 square feet and have been under construction for almost a year, according to the U.S. Embassy in Abidjan.

The plant is operated by Société Africaine de Fabrication des Automobiles Renault (SAFAR), a subsidiary of Compagnie Africaine des Automobiles Renault (CAAR).

CAAR, in turn, is the local agency for Regie National des Usines Renault, the huge French concern which exports Renault products to French-speaking West Africa.

The factory will build and sell station wagons, trucks, and tractors on an assembly-line basis from parts manufactured in France and is the first such assembly plant built in tropical Africa.

Production is starting gradually, with ten 2½-ton trucks assembled in April and fifteen 2½-ton trucks and fifteen 1-ton pick-ups produced in May.

By August production is slated to reach 120 vehicles a month, including the Renault 4 station wagon.

The present personnel force at the plant, which includes African technicians and foremen trained in factories in France, is scheduled to be augmented as output increases.

The plant will operate at full capacity by November and will supply the market in the Entente States (Ivory Coast, Dahomey, Niger, and Upper Volta) with trucks of various sizes, small tractors, and the Renault 4.

The new Renault factory typifies the expansion of industrial activity taking place in the Ivory Coast and the increased flow of foreign private investment capital into the country.

Other large projects being undertaken by foreign private investors in the Ivory Coast are a new Nescafe factory, a fish cannery, a flour mill, and a proposed $20-million oil refinery.

U.S. trade continues steady; 2-year boom maintained; industrial nations buy most

Export excess $110 million off 4th quarter of '61; aircraft and automobile shipments improve; imports of finished goods and raw materials up sharply

U.S. trade maintained its 2-year long boom into early 1962, marked by encouraging rallies in some vital areas despite a slight tailoff in overall volume.

Nonmilitary exports amounted to $5,144 million in first quarter 1962, about 1% smaller than in the final quarter of 1961.

On the whole, first quarter exports represented a continuation of the fairly high plateau of the past 2 years, sustained chiefly by heavy demand from foreign industrial areas.

Imports, at $3,970 million, stayed close to the high level of the second half of 1961. The steadiness in imports was probably due to the slowing of the U.S. economy during the winter months.

The export excess of $1,174 million was $110 million smaller than in the preceding quarter. The $1 billion improvement in the balance of payments over the large adverse balance in the fourth quarter of 1961 therefore, didn't come from the merchandise trade.

Sales of finished manufactures and foodstuffs continued to advance through first quarter 1962. Exports of raw materials, however, which had begun a downtrend early in 1961, declined further in the first part of this year.

Aircraft deliveries rally

Deliveries of aircraft, low in the third and fourth quarters of last year, bulged to $134 million in first quarter 1962. Current delivery schedules indicate that this level will not be sustained during the remainder of the year, however.

The total for 1962 is expected to fall about $100 million short of 1961.

Machinery exports have continued to climb, reaching $1,164 million.

Current trends in new orders for nonelectrical machinery suggest a continued expansion.

Wheat shipments declined in the first quarter, but exports of other grains rose substantially, due largely to increased shipments of feed grains to the expanding West European livestock industry.

Cotton exports were only half as large in the first quarter of 1962 as in the corresponding quarter last year.

From that high point, when U.S. export prices were more competitive, cotton sales fell sharply and have continued low, reflecting the liquidation of inventories overseas, the rise in U.S. prices, and the increasing rivalry of foreign grown cotton.

Sales of metal scrap and copper were also substantially reduced.

Shipments of steel scrap to Japan, extremely high during 1961, fell sharply this year, and shipments of copper continued well below their high rates in late 1960 and early 1961.

Raw material imports rose in each of the past 3 quarters, and in January-March 1962 were 14% larger than in first quarter 1961.

Finished manufacture imports, although declining seasonally from the fourth quarter level, were 20% larger than a year earlier.

Foodstuffs remain stable

As might be expected, imports of foodstuffs had not fluctuated as strongly during the downswing in the U.S. economy in late 1960 and early 1961. Food imports for first quarter 1962 were only 3% above those in the corresponding quarter last year.

The substantial rise in imports of raw materials between the first quarters of 1961 and 1962 was largely in metals—iron ore, steel-mill products, and nonferrous ores and metals.

These imports had advanced sharply in the fourth quarter and, although declining somewhat this year, still remained high.

Imports of crude petroleum and residual fuel oil advanced to record levels in both volume and value during the quarter.

Imports of machinery, automobiles, aircraft, and textile goods were well above their levels a year earlier.

The long-term rising trend of machinery imports continues and automobile imports, after declining for a year and a half, continued the rise which began late last year as dealers added to inventories after 2 years of stock liquidations.

Aircraft imports advanced sharply in mid-1961 with initial deliveries of foreign jet planes, and remained at a high level through the first quarter of this year.

Imports of cattle and meat rose sharply in the final quarter of last year and remained fairly high in early 1962.

The rise stemmed from increased movements of Canadian cattle to the U.S. because of drought-reduced feed supplies in Canada and high U.S. consumer demand for processed meats.

Netherlands film industry continues slump

The annual report of the Netherlands Motion Picture Assn. says motion picture attendance in 1961 continued its steady downward trend.

Total attendance at Netherlands motion picture theaters in 1961 was 50,985,000, down about 8% from 55,435,000 in 1960.

In 1958 attendance was 64,200,000.

The decline in attendance is attributed to several factors, including television, the production of only 1 Netherlands feature film in 1961 as against 6 in 1960, and the increase in the number of "super" films being released, with consequent fewer daily performances.

Gross receipts at motion picture theaters dropped to $20,286,000 (73,500,000 guilders) from $20.7 million (75,000,000 guilders) in 1960.

Imports of feature films totaled 416 in 1961, an increase over the 1960 total of 399.

The increase is due to more imports of European films, as imports from the United States dropped to 123, compared to 139 in 1960.

The drop in U.S. films is caused by the importation of more "super" features having longer runs, as well as the fact that European films are becoming more popular in the Netherlands.

Should the Netherlands Government authorize a second television channel, particularly a commercial operation offering good entertainment, the drop in movie attendance is likely to be accelerated.

ROLLING TO THE SEA: Native workmen align a stretch of track on the 180 mile railway carrying high-grade manganese ore from beds deep in the interior of the Gabon Republic. This road, whose completion has been delayed by heavy tropical rains, will link up with an already existing line in the Congo Republic and the manganese will eventually reach the sea at Pointe Noire on the Atlantic Coast.

Gabon's mineral riches yielded record production levels in 1961

Total value up 70%; uranium and oil lead upsurge; rain-delayed railroad should be ready soon

Gabon's output of minerals increased sharply in 1961, giving impetus to continued expansion of the country's economy.

A report recently published by the Gabonese Government shows the total value of the country's 1961 mineral production at about $15.6 million (3.8 billion CFA francs), an increase of nearly 70% over the 1960 output of $9.1 million (2.2 billion CFA francs).

The expansion of Gabon's mineral output last year chiefly resulted from 2 developments.

Uranium production began, as the mines of the Compagnie des Mines d'Uranium de Franceville (CMUF) in the southeastern part of the country were placed in operation.

Drilling for petroleum also began in the off-shore areas held by the Societe des Petroles d'Afrique Equatoriale (SPAFE) and Mobil International.

Although no large reserves of oil have been found thus far nontheless some exploitable deposits were located.

The largest iron deposit in Gabon, and one of the largest in the free world, is in the Mekambo region in the northeastern part of the country.

This area is being studied by the Societe des Mines de Fer de Mekambo (SOMIFER), and indications are that the deposits contain 1 billion tons of high grade ore.

Studies are currently underway on transporting the ore, which will have to be moved more than 400 miles to the Atlantic Ocean.

The French Bureau of Geological and Mineral Research (BRGM) and the European Coal and Steel Community are studying two other iron deposits in Gabon; one near Tchibanga in the southwest, and one in the north-central part of the country near Mitzic.

The Tchibanga deposits appear to contain about 100 million tons of ore with 43.5% iron content.

Work on the Compagnie Miniere de l'Ogooue (COMILOG) manganese mine in southeast Gabon was actively pursued last year, and the first ore shipments are scheduled for late July or August of this year.

On January 1, 1962, equipment for extraction of the ore was in place, and by mid-March the industrial installation for treating the mineral and transporting it to its stocking location was ready.

Construction of the railway from the stocking station to its connection with the Brazzaville-Pointe Noire railroad was delayed late last year due to unusually heavy rains, but the line should be completed shortly. Work on the port site in Pointe-Noire (Congo) is continuing according to schedule, and the ore-storage installations should be finished in June.

In addition to the COMILOG deposit in Mouanda, the Equatorial Institute of Geological and Mineral Research has found evidence of manganese ore near Okondja in Southeast Gabon.

Production of 774,448 metric tons of petroleum from the Gabonese deposits near Port-Gentil last year, while less than 1960's production of 800,107 tons, was greater than had been predicted.

The year's petroleum output was valued at 1,980 million CFA francs—

Land explorations have revealed some small new petroleum finds, but additional drilling may locate extensions of some of the existing oil deposits.

Offshore drilling began in October, 1961, by Offshore International, a U.S. drilling firm.

A hole was drilled in each of the last 3 months of 1961, none of which showed possibilities for commercial development but another offshore well in February of this year showed itself to be productive.

The CMUF placed its mine at Mounana in operation in March 1961. By the end of the year, 969 metric tons of uranium concentrate valued at $6.9 million (1.7 billion CFA francs) had been produced.

The ore is processed into 30% metal in Mounana; more than 300 tons of uranium metal were produced last year.

The CMUF has continued prospecting the region under the auspices of the French Atomic Energy Commission, but no significant new traces of uranium have been found.

Gold production in Gabon dropped from 550.4 kilograms (1,211 lbs.) in 1960 to 475 kilograms (1,045 lbs.) in 1961; the 1961 output was valued at about $490,000, or 120 million CFA

The BRGM has found indications of lead, zinc, copper and silver in recent studies near Lambarene in western Gabon.

Prospecting is being continued in this area, and detailed studies will be undertaken to determine the extent and quality of the deposits.

The Foreign Service Despatch from which this summary has been drawn is available on loan from the Bureau of International Programs, U. S. Department of Commerce, Washington 25, D. C.

Spain's outlook optimistic despite coal miners' strike; seeks to enter Common Market

U.S. share in rapidly expanding Spanish trade drops; citrus exports spurt; industrial orders boom; coal industry remains chronically slump-ridden

Despite the coal strike which has dominated recent news stories emanating from Spain, economists say the Spanish economy has made sufficient strides in other areas to warrant a generally optimistic view of the immediate future.

The Spanish Government's decision to seek association with the European Economic Community (Common Market) was the major event of early 1962. This decision was perhaps bowing to the inevitable, but many were encouraged at the manner and pace with which the Spanish Government moved.

In parallel moves, a new list of liberalized goods appeared, the conditions under which foreign portfolio investment could be made were substantially improved, and a Commissioner of the Economic Development Plan was appointed.

These events combined to create a mood of tempered optimism, which was furthered as gross Spanish reserves edged toward the billion dollar mark, citrus fruit exports passed the million ton level and an increasing number of tourists flocked to Spain.

The optimism is tempered with some caution, however. Although unusually high citrus exports have beefed up exports, imports are running even higher.

Spanish reserves continue to increase because of tourist receipts, remission of funds by workers living abroad and substantial foreign investment.

Prospects are that these factors will continue to more than counter balance the unfavorable balance of trade in merchandise for the immediate future.

However, a long term solution to the unfavorable balance of trade will require a broadened and expanded Spanish export program.

A note of caution

Labor and prices temper the optimism in a more immediate sense. Prices have remained relatively stable for the past 2½ years, but the "revolution of rising expectations" appears to be hitting the Spanish worker.

Workers are insisting that collective bargaining agreements include a 100 peseta ($1.67) minimum daily wage.

The many collective agreements providing for wage increases which have already been negotiated have not yet resulted in price rises.

However, the strikes among the coal miners in Asturias and in the Bilbao industrial area may upset the precarious balance between wages, productivity and prices.

The coal miners, traditionally among the highest paid Spanish workers, want more money. Employers contend that the only way such an increase can be granted is by increasing the price of coal.

A coal price rise might begin a series of events which could lead to a further reduction in the use of coal, a demand for higher wages by steel workers, and a progressively adverse effect on the economy.

EEC studies strike

The strike has confronted the government with a delicate situation, particularly as it is aware of special outside interest arising from Spain's pending application for Common Market association.

Generalissimo Francisco Franco has been quoted as referring to the strikes as ". . . the normal growing pains of a nation making fast economic recovery. . . . The strikes will diminish as the workers realize that the government fully intends them to share in the rising level of the national economy."

Applies to EEC

Spain took one of her most important steps of the past quarter century when on February 9 a formal request was made to the European Economic Community (EEC) for the initiation of negotiations directed at Spanish association and ultimate membership in the group.

The immediate effect of this decision on the business community was relief that the step had finally been made.

Many observers were surprised at the speed with which the formal application for association was presented.

Spain's problem is no longer a decision of whether or not she wishes to participate in European integration.

It now involves 2 primary questions: the reaction of the Six to the Spanish application, and, assuming a favorable reaction, the terms which might be agreed upon to govern Spain's participation in the EEC.

Initial enthusiasm for the Spanish application is quite naturally yielding to some desire among Spanish industrialists that they be given a longer than usual adjustment period to retool and otherwise prepare their factories for the keen competition that would follow complete economic integration with the EEC.

Unforeseen aspects

Spain is also becoming more aware of the broad political, social, and economic policy implications of what was originally considered to be largely a commercial decision.

Most observers believe successful integration would bring about not only more liberal economic policies, but a rising standard of living and better absorption of underemployment.

They also generally agree that economic integration with the EEC would clearly bring Spain closer and closer to the member countries of the EEC in all spheres of international life.

It seems likely, however, that Spain must wait its turn at the door of the Common Market for at least a year before serious negotiations can begin.

Spain has embarked on a new post-stabilization course with the appointment of a Commissioner of the Economic Development Plan.

This new position is designed to provide coordination at the Under-Secretary level for the various ministries concerned with economic development problems.

Commissions formed to make recommendations on policies and report on developments within particular areas of the economy have already begun their work.

Industrial output up

Industrial production in January and February 1962 (latest data available from the Syndicates) reached new highs, continuing the upward trend of the last quarter of 1961.

Industrial activity in general appears to have been substantially greater in the first quarter of this year than during

1961 as a whole.

Sectors of industry which show the most significant gains are electric power, machinery and heavy industrial equipment. The backlog of orders for machine tools in the Bilbao area in some instances is over 2 years. This increased demand appears to be primarily domestic, resulting from the marked rise in general activity.

Lesser increases were registered in some basic metals, chemicals, and tobacco.

Textiles increased slightly, while leather and shoes maintained the same rate of growth (4.9%) as during the first quarter of 1960 and 1961. Indications are that the production increase in the textile industry will not continue, due to voluntary curtailment of exports to the U.S., which we requested, along with reduced exports to European countries.

Less severe setbacks

The seasonal contraction in cement was less severe than a year ago, due to the increased amount of construction being undertaken on hydraulic works and tourist facilities.

Other construction continued to increase, but at a lower seasonal pace.

Accordingly, industries related to construction (wood products, glass and ceramics) stood at somewhat lower levels than in the fourth quarter of 1961, but higher than other quarters of that year. Construction levels are expected to rise due to greater government expenditure and the large amount of plant construction (oil refinery, crude oil pipeline, petrochemical and fertilizer plants) during the second quarter.

Lower levels of both domestic and foreign demand resulted in lower outputs of paper and metallic ores.

Coal still depressed

The coal industry appears to be the only sector of the economy in which production levels continue to fall from the 1958 pre-stabilization levels.

This decrease is attributable to the long term trend to other energy sources, and to the poor quality of Spanish coal reserves.

Unfortunately, the strike caused further decreases in the amount of coal mined during the second quarter. Low coal stocks could also temporarily slow the growth rate in industries using coal as an energy source.

Settlement of the strike will probably result in a price increase to finance increased wages; which in turn may lead to more industrial conversion to new power sources.

Import declarations for liberalized equipment have risen and demand for domestic machinery has increased substantially, indicating that fixed industrial investments made important increases. This trend is expected to continue as a reaction to wage rises, as a more expansionary budget is implemented, and as entrepeneurs take advantage of the sixth liberalized list of imports to moderinze for Common Market competition.

Market affects farms too

The Spanish decision to seek entry into the Common Market was also the most significant recent agricultural development. The decision was probably partially motivated by government concern that differential tariffs on agricultural products would upset traditional Spanish export markets, since 41.1% of all Spanish exports went to Common Market countries in 1961.

The most important developments in Spanish agricultural production during early 1962 were the continued large export of citrus fruits, the improved outlook for wheat and feed grains, and reduced estimates of the 1961-62 olive oil production.

As of April 1, 1962, Spain had exported 911,000 metric tons of citrus, mostly oranges, compared with 744,000 metric tons for the same period last year. Both production and exports for the current session are expected to establish all-time highs for Spain.

The wheat and feed grains situation looks much better than in either of the previous 2 years.

As of February 1, the estimated acreage planted in wheat was about 700,000 hectares (20%) larger than the year before.

The Ministry of Agriculture predicts a 4.8 to 5 million metric ton harvest, whereas 1961 production was 3.25 million metric tons.

If the estimate is borne out, Spain will be self sufficient in wheat for the first time since 1959.

Bad weather and infection have limited olive oil production for 1961-62 to approximately 345,000 metric tons, compared with 500,000 metric tons for the 1960-61 season.

Possible sales

Spain is expected to purchase soya bean oil, tobacco, wheat, and feed grains during the next quarter.

The Spanish are not expected to import any more cotton, as present stocks of domestic and foreign varities are sufficient for the immediate future.

Tree nuts such as almonds and filberts are expected to be good buys, but the price of Spanish olive oil is expected to increase beyond its already high level.

In the November-January 1962 period, imports reached a post-estimation record monthly high average of $103.7 million compared to the $93.4 million average for the previous 3 months.

Exports showed a seasonal increase to $75.8 million, largely due to record citrus exports, over the previous 3 month average of $42.5 million.

January imports showed a 38.5% increase over the same month of 1961, while exports registered only a 9.1% gain.

As the November-January period is subject to important seasonal influences, particularly in exports, it is more meaningful to compare November-January 1962 with November-January 1961, rather than immediately preceding periods.

Imports for the more recent period were 39% higher than the same period a year earlier with rises in practically all groups.

Capital imports soar

The sharp upward trend in capital equipment imports continued (60%) and there was an additional gain in primary material imports, minerals, oils, chemicals, cotton, and rubber, needed for the higher levels of industrial activity.

Massive imports of foodstuffs helped supplement poor domestic crops.

Exports maintained the relatively high level of November-January 1961. Increased exports of citrus fruits and machinery (which doubled the former figure) were offset by substantial decreases in other items.

A slackening of foreign demand for minerals and textiles combined with increased domestic demand for pig iron, crude steel and certain chemicals to account for most of the decline in those sectors.

Exports of some small volume items rose sharply, notably shoes, other leather products and ceramics.

U.S. share down

The U.S. share of the Spanish import market has dropped from 27.5% ($20.6 million) in January 1961 to 19.6% ($20.4 million) in January 1962.

The marked drop in percentage share of total imports between the 2 months (7.9%) is not reflected in value (only down $200,000), due to the 38.5% increase in total Spanish imports. The small value drop is actually remarkable, as approximately two-thirds of imports during the first half of 1961 were financed by U.S. aid, while it is estimated that

U.S. aid paid for less than half of the comparable 1962 imports.

The only figures available show that approximately $1.7 million U.S. exports to Spain were defense-support financed during the first quarter of 1961, while less than $.6 million (provisional) were so financed this year.

U.S. learning to compete

The U.S. businessman is apparently making a more successful effort to compete in the Spanish market.

Spanish exports to the U.S. increased 42.9% from $5.6 million to $8.0 million during 1961, while the world-wide percentage increase has only been 9.1%.

The U.S. share of Spanish exports has, thus, risen from 8.8% to 11.3%.

Although Spanish efforts to increase their share of the U.S. market may be expected to continue, recent U.S. moves concerning imports of boys' and men's cotton briefs, tobacco of Cuban origin, wilton carpets and glass, although individually not significant, may have a cumulative adverse effect.

Gains in gold and exchange

Spain's net gain in gold and foreign exchange during the first quarter of 1962 was $76 million compared to $81 million a year earlier. This continued a trend toward increased reserves which began late in 1959.

As $15 million of this was paid into the International Monetary Fund (IMF), to bring Spain's gold quota to required proportions, official gross reserves rose by $61 million, and reserves totalled $930 million at the end of the quarter.

Much reserve gain is understood to have been used to purchase gold. Official short-term liabilities continue to be negligible, so there is very little difference between gross and net reserves.

The rate of reserve increases is expected to taper off with further expansion of imports.

Without trade data, explanations of the continued sharp climb in reserves are particularly difficult, but it is likely that it resulted in part from funds returned to Spain by the growing number of Spanish workers abroad.

There are also indications that tourist receipts are running higher this year and that a considerable amount of foreign capital, much of it held in convertible pesetas, has been placed in Spain pending real estate, stock market and other investments by foreigners.

The Spanish Government provided a new and important stimulus to foreign participation in stock market investments on March 16 when it announced a major liberalization of controls over these transactions.

Under the new regulations, foreigners can repatriate principal, current earnings and capital gains realized from the purchase with foreign exchange or convertible pesetas of Spanish stocks and securities publicly available and purchased since July 28, 1959.

The 50% ceiling on equity capital that may be held by foreigners in common stocks of any Spanish corporation remains in effect. As before, special governmental authorization is required to exceed this ceiling.

In addition to more liberal repatriation rights, the old requirement of registering the name of foreign holders of Spanish stocks and securities was abolished, and the Spanish Government may soon move to further liberalize foreign direct investments by amending the present 1959 law.

On the other hand, the government has displayed concern over the growing pace of foreign speculation in Spanish real estate.

On March 22 it issued a Decree-Law requiring specific Cabinet authorization for foreigners to purchase more than 10 acres of irrigated land or 49 acres of dry farming land.

Foreign applications to purchase larger tracts of land will probably be favorably viewed when they involve construction of hotels, for example, but not when they involve speculative investment.

Foreign investment

Official final figures for foreign investment during 1961 total $37,472,801.09. These figures do not include the repatriation of Spanish capital from abroad.

The U.S. made the largest portfolio investments and capital transfers ($13,658,884 or 41%) and was the 6th largest investor in terms of capital equipment ($172,972.71 or 4.08%).

The combined figures give the U.S. a 35% share in the foreign investment made during the year.

The textile industry, with 24.75% of the capital equipment invested, was most heavily favored by foreign investors.

Foreign investment of $7,022,000 in the forth quarter of 1961 does not compare favorably with either the third quarter of 1961 ($12.7 million) or the fourth quarter of 1960 ($10.6 million).

Prospects for 1962 investment are especially bright due to the liberalization of foreign portfolio investments and increasing rumors that foreign capital investment regulations will be further liberalized in the near future.

The Ministry of Information and Tourism places the number of tourists who visited Spain in 1961 at 7,455,262, a 22% increase over 1960 figures. Gross tourist earnings are estimated at $385 million.

Taking account of the expenditures of Spanish tourists abroad, net tourist earnings were $331 million.

The largest number of tourists in 1961 were French (3,332,032), followed by English (740,052) and German (480,549).

In all, 5,822,443 tourists came from other parts of Europe.

U.S. citizens visiting Spain in 1961 numbered 459,771, a decrease of 6.6% compared to 1960, but still in fourth place numerically.

Heating equipment imports from U.S. increase 33%

Exports of industrial heating equipment totaled $31.7 million in 1961, a gain of 33.2% over 1960.

Japan was the chief market for this equipment, followed by Canada, Italy, and Argentina.

Other countries importing more than $1-million worth of industrial heating equipment in 1961 were Mexico, the Philippines, India, the United Kingdom, Brazil, and West Germany.

Italy led in purchases of parts for non-electric furnaces, kilns, lehrs, and ovens while Japan was the chief market for electric metal heat-treating furnaces and Canada led in purchases of electric heating units, devices, and parts.

U.S. is leading supplier of West German transformers

Production of the West German electrical machinery and electronics industry rose 13.5% during 1961, despite a general leveling off in most economic sectors.

High and low voltage switchgear recorded the greatest relative increase in the electrical equipment category as production rose approximately 27% from $275 million to $350 million.

Motors and generators, rotary converters, motor starters and controls, lighting fixtures and wiring devices all recorded production gains.

Storage batteries registered the only decline as production dropped approximately 7% due to inventory adjustments by major purchasers.

Imports of power and distribution transformers rose 40%, with the U.S. recording the greatest relative increase to become the principal supplier.

A more detailed report on U.S. exports of electrical equipment to West Germany is available from the Power and Electrical Equipment Division,

PROSPERITY BUBBLES OVER IN KUWAIT: A main thoroughfare in mushrooming Kuwait City carries brisk auto traffic past an array of recently completed and still unfinished buildings. Modern structures of this sort have revolutionized the living habits of the little Persian Gulf sheikdom since World War II.

Oil riches vault tiny Kuwait into mid-20th century living

Newly-rich Kuwaitis are no easy trading mark; demand quality, lower prices and personal touch

How would you like to find yourself sitting on top of 25% of the free world's known oil reserves?

Well, the people of Kuwait did just that and they appear quite pleased with the whole idea.

Kuwait's 321,000 people have an annual income of over $400 million from petroleum, giving this formerly little-known Arab state on the Persian Gulf one of the highest per capita incomes in the world.

Oil-drenched Kuwait has no general import restrictions, one of the lowest tariffs in the world, and an appetite for foreign goods which has more than doubled imports in the last decade.

Petroleum has propelled Kuwait from anonymity to world attention.

Drilling began in 1936 and was beginning to show promising results when World War II broke out. With the end of the war, work was resumed on an extensive scale and oil exports commenced in June 1946.

Kuwait is now the leading oil producer in the Middle East and one of the world's top-ranking oil exporters.

About the size of Connecticut, it is situated atop the largest known oil field in the world and holds an estimated 25% of free world's crude oil reserves.

Money is plentiful throughout Kuwait and has brought widespread desire for material change.

The state uniquely combines the features of a highly developed welfare state state with a free and uncontrolled economy under a family oligarchy.

No income tax

Kuwaitis enjoy free medical care and hospitalization, free schooling (including hot meals and clothing), and freedom from personal income tax.

Social benefits are also being spread through low income housing schemes.

Old timers say that a traveler returning after an absence of only 2 or 3 years would not be able to recognize the Kuwait of today. Community life has been revolutionized by the supply of electricity, ample fuel, water and air conditioning.

The narrow winding streets, open bazaars, and mud and coral structures of pre-development days are rapidly disappearing. In their place is rising a modern town with multi-storied office and government buildings, comfortable homes, broad paved avenues, and new schools and hospitals.

Kuwait enjoys the surest sign of 20th century "progress": the luxury of high automobile density and its inevitable problem of traffic congestion.

A new seaport was opened in 1960 and last February a modern airport began operations.

Formerly a small seaport that subsisted on pearling and trading, the town has grown into a bustling market whose influence far exceeds its size.

Alert traders

The business acumen and trading skill of the Kuwaitis have long been known to the Arab world. Though Kuwait city and environs is regarded as a single marketing area, the state is an entrepot for nearby countries, and a substantial quantity of foodstuffs and consumer goods find their way through Kuwait to Saudi Arabia and Iraq. In the absence of reliable statistics, it is difficult to estimate the percentage of Kuwaiti imports which are ultimately "re-exported."

Large Kuwaiti merchant firms are the principal distributors for imported products.

About 150 of the largest merchant houses control the bulk of the market and form an exclusive and influencial community within the country.

Almost all Kuwaiti traders import on their own account.

A typical merchant acts as agent, importer, and distributor for a number of products.

There is little "wholesaling" since the agent-importer is usually also the retailer.

Young blood helps

Few of the firms which mushroomed during the early days of Kuwait's expansion and development have failed to keep pace with the State's mounting commercial tempo.

Western-educated younger members of the old merchant families are contributing new energy and streamlined operating methods to the traditional business skills of the older generation.

Generally speaking, consumer goods in Kuwait are sold on the basis of price; technical goods on the basis of quality and performance.

Overall price is the more important factor, since even in the case of technical goods the Kuwaiti merchant is not

likely to assume that an expensive product may be cheaper in the long run.

In this regard, principals would be wise to ensure that agents maintain adequate servicing facilities.

Kuwait residents report that requests made to dealers for replacement parts or maintenance are frequently greeted with the suggestion that a complete new item or assembly be purchased and the "old" one, which may have needed only minor repairs, be scrapped.

U.S. firms can sell more effectively in Kuwait by appointing a resident businessman as direct agent.

Kuwaitis do not like buying through regional agents and will spurn business proposals on that basis.

The local merchant apparently makes a far more effective salesman when he is the sole boss of his own territory.

U.S. firms are urged to examine their company credit policy, to make sure that sales are not being lost due to inflexible credit policies.

Kuwaiti merchants complain that American firms lag behind competitors in extending flexible sales terms to worthwhile clients. A heavy American reliance on letters of credit is reported.

Special attention should also be paid to freight rates to insure that they are as low as possible.

Kuwaitis comment that transportation costs from factory to shelves often drive the U.S. product out of competitive range.

Presents varied market

The tiny nation presents a market for a wide range of goods.

Land is barren and little is grown, so practically all foodstuffs as well as most fabricated goods are imported.

The market's attractiveness is enhanced by freely available foreign exchange, a low general tariff of 4% and an absence of import licensing requirements.

Imports zoomed from about $90 million to over $200 million in the decade ending in 1961.

Leading suppliers have been the United Kingdom and the U.S. (currently vying for first place), West Germany, Italy, Japan, the Netherlands and India.

Major imports have been motor vehicles and parts, iron and steel mill products, building materials, air conditioning equipment, and a wide range of foodstuffs.

In 1946 U.S. exports to Kuwait were $2.5 million; by 1961 this figure had skyrocketed to an all time high of $56.4 million.

Principal U.S. commodities exported to Kuwait in 1961 were:

WATCH YOUR STEP: You don't have to know the language to get the gist of this cheerful little sign. But it doesn't seem to bother this well-trained Kuwaiti workman as he goes about his business of ensuring the flow of his tiny nation's lifeblood.

Grains and preparations, cigarettes, lubricating oils, iron and steel pipes, tubes and tubing, metal manufactures (mostly steel fabricated structural shapes), electrical machinery, industrial machinery, motor vehicles, engines and parts, and chemical specialties.

Goods with special sales potential are automobiles, TV sets, air conditioners, home appliances, building and plumbing materials, power generating equipment and light industrial machinery.

Although U.S. exports to Kuwait have been growing, vigorous foreign competition threatens to cut into our percentage of this expanding market.

Kuwaiti merchants feel that American quality is tops, but that the U.S. supplier tends to lag in terms of lowering prices, a rigid insistence on letters of credit, and a reluctance to cater to local specifications and needs.

Many Kuwaiti agents stress the lack of "support" from their U.S. principals in the form of personal visits, advertising material, or flexible credit terms.

Americans should establish a personal acquaintance with their Kuwaiti agents.

Business in the Arab East is heavily interlaced with a need for the personal touch, and success often corresponds to the esteem in which the American principal is held by his agent, as well as the esteem in which the agent is held by his clients.

A personal visit to the area is extremely helpful in the selection or support of an agent and in gaining a first-hand evaluation of the market.

A businessman visiting Kuwait should be prepared to spend some time making the rounds of local businesses interested in his product.

Allowing days instead of hours for a visit to Kuwait will permit the businessman to make more and better contacts.

It should also be remembered that the typical Kuwaiti merchant operates in an atmosphere where time is a plentiful commodity.

Traditionally, the tempo of Arab life is not based on precise time schedules, and few Kuwaitis allow themselves to be harried by the pell mell pace of Western business.

The Kuwaiti tends to be uncomfortable and suspicious if rushed.

He demands enough time to show his hospitality by offering his visitor coffee or a cold soft drink and to converse briefly on topics of general interest before entering into the specific business at hand.

Hospitality and good manners are an essential part of business in Kuwait.

Some Americans may be disconcerted by the "majlis" style of interview which prevails in some offices.

This is an interview in which the Kuwaiti discusses business with you while several persons are seated in the same room, either waiting their turn or joining helpfully in your conversation.

Although the American craving for privacy may be defeated, the Arab sense of politeness is served by not keeping friends and callers waiting in an anteroom.

German and Belgian goods lead U.S. photo import surge

United States imports of photographic products during the first quarter of 1962 shot up 44.6% over the same period of 1961, according to preliminary Census Bureau figures.

Photo products purchased abroad were valued at $21,875,358 in the first 3 months of 1962, compared with $15,127,-408, and $13,164.440 for the respective periods of 1961 and 1960.

A total of 194,241 still cameras valued at $4,875,222 were imported in the first quarter of 1962, compared to 145,746 cameras worth $3,774,460 for the same period of 1961.

West Germany continues to be principal supplier with 35,376 cameras valued at $2,366,276, slightly higher than imports from her for the first 3 months of 1961.

Imports of photographic film of all types were valued at $6,115,101, a gain of 79.2% over the first quarter of 1961.

Belgium was the principal supplier with $3,827,038, an increase of 95.9% over last year.

Cotton splurge paces Nicaragua's brisk growth

Several new factories opening; live cattle exports to end

Nicaragua's cotton production highlighted a stronger than usual seasonal upswing in the economy during the first quarter of 1962, although the overall picture was clouded by political matters and labor unrest.

Coffee output was well below the record levels set the previous year, according to the U.S. Embassy in Managua. Sugar production is high but exporters are apprenhensive over possible U.S. legislation eliminating the premium paid to foreign shippers.

Industrial and construction activity continues at high levels, with the inauguration of a new galvanivizing plant and approval of a $5.2 million Alliance for Progress housing loan by the Inter-American Development Bank (IDB).

Cotton is king this year

General business conditions have been unusually good, stimulated chiefly by the excellent cotton crop.

Cotton gains also drove foreign exchange holdings to the highest levels since 1958 by earning a tidy $18.1 million.

Earnings from cotton pushed gold and foreign exchange holdings at the end of the first quarter to $29.5 million, well above the comparable 1961 level of $19.8 million. Holdings in December 1961 were $14.4 million.

A spokesman for the cotton cooperative estimated the 1961-62 cotton crop at 230,000 bales (one bale equals 500 pounds), an increase of 55.4% over the previous year.

Cottonseed production is over 2 million quintals (one quintal equals 101.4 pounds).

Free export of cottonseed was again permitted by the Government when local industrial requirements were met.

Cotton prices are up slightly on the average but seed prices are slightly lower than last year.

The Ministry of Agriculture estimates the 1961-62 coffee crop at 564,000 quintals, well below last year's record of 640,000 quintals but better than previously feared.

The first quarter's earnings from exports of green coffee were about the same as in 1961.

END OF THE LINE: Nicaraguan cattle shuffle out of their pens on the way to market. Increased capacity of the slaughterhouse in Managua has shifted emphasis from live cattle to treated meat exports.

Nicaragua remains outside the International Coffee Agreement on the grounds that it should have a larger quota and that soluble coffee should remain outside of the international quota system.

Await U.S. sugar order

Sugar production for 1961-62 is estimated at 1,750,000 quintals.

Producers are still anxiously awaiting the final U.S. decision regarding elimination of the premium paid to foreign exporters.

Sesame production is estimated between 8,000 and 9,000 tons, a slight drop from last year, and corn and rice are also expected to be down.

The Chinandega banana project sponsored by the National Production Institute is progressing well.

Shipments of 10,000 stems per week from Corinto were scheduled to begin this month.

New industries opening

The major recent industrial event was inauguration of a galvanizing plant by Metales y Estructuras S.A.

Work is proceeding as scheduled on an oatmeal plant, a flour mill and a naval stores factory.

A new detergent plant, DENISA, S.A. is expected to begin operations in the Managua area in a few months, and a new cottonseed oil mill is being built by Grasas y Aceites, S.A. in the Chinandega area.

A caustic soda plant with a capacity of 8,300 metric tons of caustic soda, 3,000 metric tons of DDT and 2,700 metric tons of chlorine, and the Nestle's powdered milk plant designed to supply the entire Central American market, are both still in the planning stage.

Large quantities of frozen beef are now being shipped to U.S. markets from the Matadero Modelo's recently completed 600-ton cold storage warehouse in Corinto.

Total first quarter meat exports were valued at $1.2 million.

Live cattle exports valued at $700,000 were permitted under the exception granted last November, but with the increased capacity of the slaughterhouse in Managua future emphasis will be on meat exports.

The building industry will soon be stimulated by the award of contracts for a new Central Bank building and the National Housing Institute's 2,850 unit low-cost housing program financed by a recently approved IDB loan of $5.2 million.

The Chamber of Commerce has taken a more active role in seeking changes in

the proposed tax reform measures and presented its official views to the government.

The reforms of the income tax and other taxes announced last November have not yet been approved, as Congress has been preoccupied with electoral reform legislation.

A Japanese commercial mission visited Nicaragua in March, underlining the stiff competition the U.S. faces in Nicaragua.

The government took a major taxation step on January 15, 1962, when it established a 3% income tax withholding system on the value of certain agricultural products sold for export or processing.

This system has been operating without major difficulties and tends to prevent tax evasion.

U. S., Australian firms in pump-motor project

SYDNEY—A joint Australian-American venture for establishing what will be Australia's most automated plant has set an end-of-1962 target date for completion of the plant—to make electric pump motors—at Dandenong, Victoria.

Franklin Electric Pty., Ltd., a $560,000 capitalization, will link the Franklin Electric Co., Inc., of Bluffton, Ind., with Victoria industrialists F. N. and N. C. Bethune.

Their Dandenong electric-motor factory will comprise 40,000 square feet of modern technology.

The new company will market pump motors exclusively in Australia and New Zealand, and joint-market them with the American firm in much of Southeast Asia and South Africa.

Filament fibrous glass market wide open in West Germany

Prospects for increasing exports of continuous filament-type fibrous glass to West Germany appear to be very good.

Output of the only producing company cannot satisfy demands, and although production facilities are now being expanded it is expected that domestic supplies will be insufficient for several years.

The fibers are used principally for reinforcement of plastics, manufacture of textiles, and electrical insulation.

Domestic supplies of glass wool or insulation-type fibrous glass are adequate. Existing production capacities reportedly are not fully utilized.

The value of all types of fibrous glass and fibrous glass products imported into West Germany in 1960 was approximately 2.5 million dollars, of which the United States supplied about 22%.

Australian motel boom transforms travel and holiday accommodations

Hotels fading before investment surge in small motels; most are individually owned, but chains may absorb some

In the 8 years since the first Australian motel was built, the pattern of overnight and holiday accommodation in Australia has been radically transformed, according to the U.S. Consulate General in Sydney.

Until the advent of the motel, all country towns and many of the cities were provided only with old-fashioned hotels.

Now only in the major cities have hotels retained their position, and in many cases they have been forced to carry out extensive modernization programs.

Most of the original motels were "transit" motels situated along the major highways, but in the last year there has been a steady growth of "terminal" motels located within the major cities.

Estimates indicate that there are now 360 modern motels operating in Australia, plus 30 "hotel-motels" and a further 37 motels whose facilities are not considered fully modern.

New South Wales and the Australian Capital Territory (Canberra) contain 260 out of the 427.

These motels provide accommodation for an estimated 20,000 persons in 7,500 bedrooms.

The average Australian motel is relatively small, with a rough average of 19 rooms per motel. Only 12 motels in New South Wales have more than 40 rooms.

The total investment in motels is about $50 million, based on a calculated cost of $6,700 per motel room.

Of this total perhaps 60% is devoted to actual building costs. Land, furniture, and fixtures account for the rest.

Available building statistics indicate that there has been no appreciable slackening in the motel construction, although there is a trend to larger and more expensive units.

Between 1956-57 and the June quarter of 1960-61 the average construction cost per motel constructed increased from $29,250 (£A13,000) to $78,750 (£A35,000).

Most motels are individually owned but about 100 are controlled by motel chains.

One of these chains, Motels of Australia Ltd., has financed a large part of its expansion through a $1 million loan from the Travelodge Corporation of Tulsa, Oklahoma.

In general the few public companies in this industry have raised their funds through unsecured note and common stock issues.

These firms have shown a high degree of profitability, but there are signs that the motel market may begin to be saturated.

Owing to the relatively rapid obsolescence, some of the motels are already shabby, and may eventually be forced out of business or into the hands of the larger chains with greater capital resources.

Canadian cadmium output ranks second in world

Canadian cadmium production in 1961 amounted to an estimated 2,400,000 lbs. which ranked her second only to the U.S. production of 9,943,000 lbs.

In addition to domestic output, quantities of cadmium were recovered by foreign smelters from Canadian exports of lead and zinc concentrates.

Canadian recovery of cadmium is largely as a by-product in the treatment of zinc ores, and to a lesser extent, in the treatment of lead ores.

Recent production was: 1958—1,756,000 lbs.; 1959—2,160,000 lbs.; 1960—2,245,000 lbs.

There has been an increasing demand for cadmium in Canada to satisfy the growing requirements of the domestic plating industry. Plating was reported to have accounted for 190,000 lbs. in 1960 and 226,000 lbs. in 1959.

Canadian exports of cadmium in 1960, as reported by the Dominion Bureau of Statistics, amounted to 2,056,333 lbs., valued at $2,627,431 Canadian, and to 1,979,638 lbs. in 1959, valued at $2,244,293 Canadian.

Of the 1960 total, 1,030,116 lbs. were exported to the United Kingdom and 992,581 lbs. to the U.S.

The U.S. Bureau of Mines reports imports of 510,000 lbs. of metallic cadmium from Canada in 1961.

EEC states' tariff hikes against U. S. start Aug. 1 following Council action

CXT rates on polyethylene, polystyrene, synthetic cloth go to 40%; actions also hit non-concession items

August 1 will be the effective date on which Common Market countries will increase their duties on polyethylene, polystyrene, synthetic cloth, artificial cloth, and varnishes and paints imported from the United States, in retaliation against U.S. duty increases on sheet glass and wool carpeting (FCW, June 11, p. 1037).

The higher EEC duties will apply only to imports from the U.S.; similar goods from other GATT countries will continue dutiable at present rates.

The Council of the European Economic Community (EEC) had decided on June 4 to withdraw tariff concessions recently negotiated with the United States on polyethylene, polystyrene and synthetic cloth, and to raise to 40% ad valorem the Common External Tariff (CXT) rates applicable to these imports from the U.S. In addition, duties on artificial cloth, a non-concession item, were also raised to 40%, and the rate of duty on U.S.-origin varnishes and paints, which had been reduced from 19% ad valorem to 15% in recent tariff negotiations, was restored to 19%. All these increases in the CXT are to be effective on July 17.

Immediately following the EEC Council decision, the 6 EEC member states decided to place these newly increased tariff rates fully into effect, for imports of these items *from the United States only*, as of August 1.

The CXT numbers and original CXT rates of the affected commodities follow, with present GATT rates shown in parenthesis: 39.02BIa, polyethylene, 20% (20%); 39.02BVIa, polystyrene, 20% (20%); 51.04A, cloth of synthetic fibers, 21% (17%); 51.04B, cloth of artificial fibers, 20% (20%); and 32.09AII, varnishes and paints, 19% (15%).

The U.S. had opened negotiations under GATT Article XIX with the EEC and other affected parties, offering reductions on other commodities as compensation for the planned increase in U.S. import duties on carpets and glass, but the EEC declared the offered compensation inadequate.

The EEC Council and member-states base their decisions on Article XIX of GATT, permitting contracting parties affected by increases in GATT-bound tariff rates to withdraw equivalent tariff concessions from the country taking such action, if adequate compensation is not agreed upon.

Approval by the German and Italian parliaments will be necessary for ready application of the newly-increased full CXT rates to U.S. imports into Germany and Italy. Such approval is likely.

In announcing the terms of these decisions to the press, the President of the EEC Council expressed hope that further negotiations with the U.S. would permit revocation of these retaliatory measures.

Leopoldville republic tightens visa rules

Under the latest tightened regulations, the Republic of the Congo (Léopoldville) now requires all visitors to have visas before arrival, regardless of the visitor's official status, except for persons in transit who are to remain 48 hours or less.

Visas may be obtained from the Congolese missions in Washington, New York, Paris, London, Bonn, Rome, Lagos or Tunis, and from all Tunisian Embassies.

For Americans not on official business, clearance must be obtained by the Congolese or Tunisian mission from the Foreign Ministry, Léopoldville—a process which normally takes about 3 weeks.

All visitors should obtain multiple-entry visas for a period well in excess of their planned stay, as last-minute changes may require them to remain longer than originally planned.

Import curbs further eased by Japanese

Nearly 3 out of 4 imports now licensed more freely

TOKYO—Removal of 320 additional import items from the Fund Allocation (FA) import licensing system has raised to 73% the proportion of imports brought under the program for liberalization of restrictions, according to the U.S. Embassy.

About 150 of the liberalized items were added to the Automatic Approval (AA) licensing system, under which imports are automatically licensed by the importer at a foreign exchange bank.

AA list

The principal items added to the AA list are fire bricks and tiles and other fireproof products for building; petroleum cokes; magnesium products; pulps for chemical fibers; jute fabrics; paper-board (except kraft board); high-speed steel; spring-steel alloy; piano cords; high-pressure steel conduit tubes for hydroelectric generation; welding rods for stainless steel; canned asparagus; chocolate and cocoa paste (sugarless); and processed salmon roe.

Among the 170 items transferred to the Automatic Fund Allocation (AFA) list are black and white roll film for photography; 8mm black and white movie film; newsprint; stationery; drawing paper (30 to 300 grams per square meter); art paper; freezers (over 10 HP); some textile machines; high frequency sewing machines; boring machines; presses for metalworking (capacity: 200 to 1,000 KVA); electric welding machines; AC and DC electric generators (under 1,000 KW); FM radio sets; and industrial television sets.

Items on the AFA list are automatically licensed within the limits of the foreign exchange budget upon application to the Ministry of International Trade and Industry (MITI).

Container story corrected

Through a printer's error, part of the last sentence in the story, "Pressure Containers Put Under New Canadian Rule" (FCW, June 11, p. 1077), was left out. The sentence should have read: "Manufacturers and exporters of these products to Canada are requested to see that they comply no later than Jan. 1, 1963."

Foreign capital can go abroad from Spain

Transfer now allowed in foreign currency without ceiling

MADRID—Investors may transfer abroad in foreign currency and without limitation capital invested in Spain as well as legal profits and yields of such invested capital, the U.S. Embassy reports.

The Government, abolishing preference and non-preference categories for new foreign investment projects and dropping curbs on repatriation of capital and transfer of earnings, has swept away various restrictions

The changes are applicable to all investments made after July 28, 1959.

Still in force are regulations limiting foreign ownership to 50% of the capital unless a higher percentage is individually approved by the Council of Ministers.

Holders of World Trade Information Service publication No. 61-7, *Establishing a Business in Spain*, part I, should make note of these changes on page 1.

Brazil decree regulates utility expropriations, sets up commission

U. S. investors' proposals provide basis for presidential edict establishing 3-man body under Prime Minister

A 3-member commission to regulate the expropriation of public utilities has been established by the Brazilian Government in a move to reassure foreign investors against indiscriminate action by local authorities.

According to the Brazilian Embassy in Washington, the decree is based on a proposal submitted by the largest American investors in Brazil, as well as on similar laws issued in the past by Mexico, Argentina and Colombia.

The Council of Ministers recognizes the need for continued foreign participation in the formation of internal capital, so that the country may attain the levels of economic and social development demanded by population growth and the just aspirations of the Brazilian people.

The Government believes that at Brazil's present stage of development the national interest may be better served by direct Government operation of public services, except for municipal or limited regional services where private concessions may be justified.

In issuing the regulatory decree, Brazil seeks not only to improve the investment climate and protect private property, but also to regulate the burden of remittances in relation to the balance of payments situation.

Under the decree, the 3 presidentially-appointed commission members are directly responsible to the Prime Minister. The commission will submit to the Council of Ministers a list of the services to be taken over and the priority of action, and will have the responsibility of negotiating settlements with the affected companies.

Indemnities will be determined by mutual agreement, when necessary, through expert evaluation or arbitration by a representative of the Government, a representative of the company, and experts appointed by joint agreement, or, in the case of disagreement, by the Prime Minister, with the approval of the Cabinet.

Initial payments towards indemnification for expropriated property will not be in excess of 10% of the total, with the remainder in deferred installments. Earnings of the utility itself must be used wherever possible as the source of funds to meet settlement terms, with as little additional public expenditure as possible.

Not less than 75% of the net amounts received by a company must be reinvested in Brazil in sectors or activities defined by the National Planning Commission as important for social and economic development. Such reinvestment may not be used to finance or participate in any Brazilian enterprise already in operation.

Argentine Central Bank frees exchange market in action welcomed by importers

Forward exchange deposit requirement lifted, foreign currency purchases rise, peso down

BUENOS AIRES—Increased foreign currency purchases and a widened premium on forward sales have followed the Central Bank's lifting of this spring's advance deposit requirement on forward exchange, the U.S. Embassy reports.

Freeing the forward exchange market—at a time of political and economic uncertainties, general strike threats, measures increasing bank credit facilities, and delayed execution of some announced Government fiscal policies—has also resulted in further weakening of the peso from 105.10 pesos to the U.S. dollar on May 18 to 113.50 pesos on May 24 (spot purchasing rate). The premium on 60-day forward sales rose from 2.40 pesos per dollar over the spot rate to 4.80 on May 21, but in more recent market sessions it has drifted slightly lower and on May 24 was reported at 3.80 pesos.

In removing the deposit requirement (50% of the peso amount in each transaction under an April 3 emergency regulation), the Central Bank acted partly in response to importers' complaints that the requirement made normal hedging operations nearly prohibitive. The Bank, in Circular No. RC-132 of May 18, not only abolished further deposits but provided for return of all advance deposits held by banks under older regulations.

The complete freedom now reigning in the exchange market allows importers and speculators to cover their future exchange needs at determinable rates without the added financial burden of advance deposits.

Syria revives 1958 land law with changes

Landowners partially benefit but lose some earlier gains

DAMASCUS—Landowners are having their ups and downs under the recent Council of Ministers action reinstating and modifying the 1958 Agrarian Reform Law, the U.S. Embassy reports.

Abrogating Feb. 20, 1962 revisions (Law No. 3) made in the 1958 law by the former Dawalibi Cabinet, the Council brought back the law with these changes:

1. Landowners may retain additional land in some areas, especially around Gezirah, Euphrates and Al-Rashid.
2. They may give land to all their children, rather than to the 3 eldest.
3. Repayment terms are somewhat more generous.

The changes also entail loss of many former benefits, notably in the provision that peasants must now pay half the cost of land they receive, as compared with free receipt of land under the Feb. 20 law.

Venezuela establishes Foreign Trade Council

Presidential decree creates 10-member body of Government, business leaders in plan to blueprint vigorous trade policy

CARACAS—A permanent, 10-member Foreign Trade Council has been created by presidential decree in Venezuela, the U. S. Embassy reports.

Members are to be drawn from both Government agencies and private enterprise.

In its preamble, the presidential decree gives, as reasons for forming the council: urgent need for formulating a foreign commercial policy and desirability of using the best forces to achieve its maximum development; carrying out of the Government's plan for coordinating functions of official and private institutions directly, and indirectly participating in policy formulation; the fact that Venezuela's economic structure and juridical law recognizing profit-making activities have left largely to private initiative the promotion and development of national and international commerce.

The Director of Foreign Commerce and Consulates will preside over the Council in the name of the Minister of Foreign Affairs; members will be drawn from both Government agencies and private enterprise.

The Ministries of Foreign Relations, Finance, Development, Agriculture, Communications, and Mines, and the Central Office for Coordination and Planning (CORDIPLAN) will each designate a representative of Director's level.

Nominations

Nominations from private organizations will be submitted to the Ministries of Foreign Affairs and Development, and 3 candidates will be selected who must be able to serve 1-year terms and serve again if re-elected.

The Council will make its own regulations, have a permanent secretariat, and may request the Minister of Foreign Affairs to engage expert advisors for specific cases.

Council decisions will be by simple majority, confidential, and not to be published, used or applied without the approval of the Minister of Foreign Affairs.

Norway, fourth applicant for full EEC membership, seeks mutual benefits

Start of negotiations with EEC Council sought by Norwegian Foreign Minister

With the recent submission of its application for full membership in the European Economic Community (EEC), Norway has joined the United Kingdom, Denmark and Ireland in seeking full-fledged Common Market participation.

Acknowledging his country's geographic and economic problems, the Norwegian Foreign Minister assured the EEC Council of Ministers that Norway looks for mutually satisfactory solutions to emerge from its negotiations for EEC membership.

Application for full membership signifies willingness to accept in principle all the provisions of the Rome Treaty. Exceptions may be made, however, because of unique problems in some countries. Negotiations are currently under way with the United Kingdom and Denmark.

Greece, Turkey, Sweden, Spain, Switzerland and Austria have applied for associate membership, which differs from full membership in that certain basic provisions of the Rome Treaty may not apply.

The Association Agreement with Greece, now ratified by the Greek Parliament and several parliaments of the EEC, is expected to become effective this year. Suspended negotiations for Turkish association are expected to begin again soon.

Negotiations with the other countries have not yet been opened.

Italy revises quotas on Japanese goods

Import quotas covering $15.2 million of non-liberalized Japanese goods have been announced by the Italian Government.

In addition, quotas for import of 300 tons of Japanese cotton textiles have been opened under the recent Geneva textile agreement.

The $1.45 billion worth of imports reported for the first quarter of 1962 represented a 10.7% increase over the first quarter of 1961, while exports totaling $1.13 billion represented a 16% rise over the same quarter of 1961.

U. S. imports held their own at $231 million while Italian exports to the U. S. rose to $100 million, 22.9% over the first quarter of 1961.

Argentina drafts broad measures in program to spur economy

Economy Ministry outlines steps including emergency rediscounting, debt certificate expansion, national loan drive in July

BUENOS AIRES—Emergency rediscount facilities and a variety of other measures have been adopted by the Argentine Ministry of Economy to relieve economic stringencies and promote stabilization, the U.S. Embassy reports.

Among the more important measures are the following:

1. The Central Bank will provide emergency rediscount facilities to enable banks to supply credit on a selective basis to business enterprises endangered by financial problems beyond their control.

2. The Treasury will expand debt certificate issues to 5 billion pesos (about $45,454,545) from the former 2 billion (about $18,181,818) limit. Government suppliers accepting these certificates may transfer them by endorsement, and they may be used to pay most Government obligations.

3. Importers are authorized to pay duties and other customs charges with 30% cash and balance in 6 monthly payments.

4. An anti-smuggling commission has been established.

5. Plans on the payment or settlement of Government debts are to be formulated by a special Treasury commission.

6. Term-payment facilities will be afforded employers to liquidate debts to pension funds. The Government will demand strict compliance from employers on such current obligations.

7. A national loan drive will be launched in July. Securities will be issued at par, contain a clause for compensating future peso devaluation, pay 7% annually, be quoted on the stock exchange, and have sinking fund provisions.

8. A capital tax of 2 pesos per 1,000 will finance national loan operations.

Various tax reforms are planned. There will be a single corporate income tax of 38.36% (now 33%) with no tax on dividends. The stamp tax on stocks and bonds sales will be replaced by a 1% tax on such sales. The excess profits tax will be eliminated with substitution of an emergency tax (rates to be determined later) for 3 years on profits over 1 million pesos (about $9,091).

The 50% deposit requirement on purchase of exchange futures has been eliminated.

9-nation fisheries policy urged by EEC official

A common fisheries policy should be worked out among the 6 European Economic Community countries and Great Britain, Norway and Denmark, according to Dr. Sicco Mansholt, vice president of the EEC Commission.

Speaking in The Netherlands, Dr. Mansholt noted that the 6 Common Market countries were already planning a preliminary conference in the fall, restricted to themselves. He emphasized, however, that excluding the other principal countries that fish the North Sea would vitiate an EEC fisheries policy.

Since Great Britain, Norway and Denmark produce some 3.2 million tons of fish per year, compared to 1.9 by the EEC countries, and since the 3 countries are already negotiating or have applied for EEC membership, Dr. Mansholt asked that the conference include all 9 countries so that a more valuable common program could be devised.

Finland would control installment buying

Government establishment of minimum down-payment requirements and maximum payment time is sought by the administration in installment-buying control legislation introduced into Parliament.

Finland has no installment-buying curbs now.

Demand for imports, especially consumer goods, is expected to fall if the legislation is passed.

New duties paid on baggage in Argentina

Articles over $20 dutiable; foreign tourists exempt

BUENOS AIRES—Customs duties must now be paid on new articles worth more than $20 in personal baggage of travelers to Argentina from other than bordering countries, the U.S. Embassy reports.

This sharp cut from the former $150 value of such articles allowed duty-free entry was made by Decree No. 4531 of May 23. For persons returning from neighboring countries, the duty-free amount has been reduced from $30 to $20.

According to its preamble, the measure aims to reduce foreign exchange outflow through such importations and exercise tighter control over merchandise brought in as personal baggage but actually destined for resale in the contraband market.

New merchandise in accompanied baggage in excess of the $20 value limit will be assessed the usual customs charges, except where the quantity and variety of the articles leads the authorities to suspect that it may be brought in for resale purposes. Such goods will be confiscated by Customs without recompense.

Used articles are not affected.

For unaccompanied baggage, free-entry privileges are granted on used personal effects and on used household merchandise of persons returning after 18 months' absence, and to persons who expect to live in Argentina for at least 18 months. For other individuals, only used personal effects may enter duty-free as unaccompanied baggage. Privileges covering unaccompanied baggage are confined to only one shipment originating in the country from which the passenger came or in the country he visited.

The new regulations are not applicable to foreign tourists or to travelers out of the country before publication of the decree. Persons in the latter category must declare upon entry into Argentina whether they expect to receive any unaccompanied baggage. If none is expected, this will be noted in the passenger's passport and will cancel any portion of the duty-free privileges which may not have been utilized.

Greek sales licensing changed, fixed time schedule set up, health checks stricter

ATHENS—Agents and manufacturers possessing sales licenses for pharmaceutical, cosmetic, dietetic and proprietary products are now required by recently issued regulations to apply to the Ministry of Social Welfare for license renewal within time limits on a fixed schedule, the U.S. Embassy reports.

Failure to renew on time not only will result in revocation of sales licenses (valid for 5 years from date of renewal) but also in prohibition of importation and sale in Greece.

Depending on the year of approval, renewal applications on sales licenses issued before 1956 must be submitted in the following 3 stages: May 1–Dec. 31, 1962, if issued prior to 1938; Jan. 1–Dec. 31, 1963, if issued prior to 1950; and Jan. 1–Dec. 31, 1964, if issued prior to 1956.

For sales licenses granted in 1957 and thereafter, renewal applications must be filed, at least 30 days before the end of the year in which the 5-year license validity period expires. For example, agents and manufacturers with a sales license issued on June 30, 1957 will have until Dec. 1, 1962 to file renewal applications.

However, if several sales licenses were issued on different dates, agents and manufacturers need not adhere to this fixed schedule and are permitted to include several in one application. In such instances, only one renewal fee of 3,000 drachmas ($100) is payable. An official receipt indicating payment of the required fee must accompany the application, on which identification numbers of the sales licenses and brand names of the particular product must be stated.

By the same regulation, the Supreme Board of Hygiene has been given additional authority to re-examine pharmaceutical products for their effect on public health when original official files are either lost or destroyed. Applications may be disapproved if recent scientific evidence indicates that the product licensed endangers public health.

Mexico puts new items on prior permit list

Four-cylinder internal combustion motors, dry electric cells, yeast, solder, wooden tooth-picks and tongue depressors have been added to the list of imports controlled by the Mexican Government, according to *Diario Oficial*.

These items now require a prior import permit from the Ministry of Industry and Commerce.

Effective March 3: *710.01.00* Stationary internal combustion engines with 4 or more cylinders.

Effective April 30: *090.00.00* Yeast, fresh (ferments), for industrial use, containing more than 10% humidity. *090.00.01* Yeast, dehydrated (ferments), for industrial use, containing up to 10% humidity. *731.01.00* Dry electric cells, detached or in sets.

Effective May 7: *621.06.02* Wooden tooth-picks. *88.000.00* Tongue depressors.

Effective May 9: *679.00.02* Solder of iron oxide and aluminum.

Danish import curbs on footwear dropped

COPENHAGEN—Imported footwear is no longer required to show the words "udenlandsk" or "import" and the name and address of the importer, the U.S. Embassy reports.

The requirement ended with the recent expiration of Law No. 138 of Apr. 29, 1955.

Also ended is the same law's prohibition on the importation and manufacture of footwear made with cardboard, paper or chemically treated fiber cardboard.

Import boom unlikely despite Ethiopian spur

ADDIS ABABA—Although some importers may be encouraged to increase inventories, there is no indication that the local market could absorb sharply increased imports for any sustained period, the American Embassy reports.

The encouragement comes from the State Bank of Ethiopia's lifting last March of all prior deposit requirements on imports, attributable to the substantial increase in the State Bank's foreign currency reserves—to well over $26.4 million by Dec. 31, 1961.

Venezuela alters customs tariff

More items need prior license, new tariff categories added

CARACAS—Venezuela has made numerous changes in its Customs Tariff Schedule for purposes of promoting and protecting local industry, the U.S. Embassy reports.

The changes were preceded by a drastic reduction in the Controlled Market List (FCW, April 16, p. 665).

Certain agricultural products, brake bands, fiberboard, hoses, sewing machines, cabinets and thread, motor vehicles, spark plugs, domestic stoves and refrigerators, and clothing items have been made subject to prior license.

New tariff categories have been added and made subject to prior license for automotive parts such as filters, mufflers, shock absorbers and radiators, certain electrical fixtures, some glass and certain vitamin products.

Other categories have been added for various raw materials used in the manufacture of insecticides, fungicides and similar products, and the classifications for insecticides and disinfectants have been modified. One classification has been split to distinguish paperboard used as a dairy container from paperboard in fruit-juice containers.

Aluminum sheets and foil, iron or steel structural parts, metal bins and spherical tanks have undergone duty changes.

Details are available from the American Republics Division, Office of Regional Economics, Department of Commerce, Washington 25, D.C., or from any of the Department's field offices throughout the country.

Pine oil disinfectants dutiable in Costa Rica

Duties have been imposed, effective May 8, on disinfectants using pine oil as a base, according to *Diario Oficial*.

Tariff item 599-02-00-01, pine oil disinfectants, is now dutiable at 2 colones (about 32¢) per gross kilogram plus 10% ad valorem c.i.f. value.

Previously, disinfectants were all duty-free.

All disinfectants other than those using pine oil, tariff number 599-02-00-06, remain duty-free.

According to the implementing decree, duties were raised to protect local industry.

Pact calls for new W. Africa central bank

Togo may join 7 others, France in agreement

PARIS—A new central bank for West Africa will be established on November 1 under a series of agreements signed by France and the 7 African states of Senegal, Mauritania, Mali, Ivory Coast, Dahomey, Upper Volta, and Niger, the U. S. Embassy reports.

The pact emerged from meetings of the Foreign Ministers in Paris.

Togo, represented at the meetings by an observer, has not yet signed the agreements.

The new institution will continue to bear the name of its predecessor, the Banque Centrale des Etats de l'Afrique de l'Ouest (BCEAO).

Franc still standard

The CFA franc will remain the standard unit of currency in the area, but the initials will now officially stand for African Financial Community rather than French Colonies in Africa.

In essence, the agreement provides for the continuation of a common currency among the members, a two-thirds African majority on the Board of Directors of the BCEAO, continuation of the guarantee of unlimited convertibility of CFA francs into metropolitan francs, and some decentralization of credit policy to the member states.

Cowhide quotas opened by Bonn for rest of '62

BONN—Bovine leather import quotas have been opened for the second half of 1962 by the Federal Ministry for Economics, according to the U.S. Embassy.

The quotas, applying to dressed (quota DM 1,090,000) and undressed (DM 520,000) bovine leather, are open to all western and dollar-area countries except former OEEC members.

Country of payment and origin must be identical and certificates of origin are required.

Applications for import licenses will be accepted until Dec. 31, 1962, unless quotas are exhausted earlier.

FOREIGN CONTRACT AWARDS

Several Governments abroad have awarded contracts for construction work and supply of equipment, materials, and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

ANGOLA—Government General of Angola, Luanda, Angola, signed contracts totaling $10,080,000 with local firms: Contract for Luso-Henrique de Carvalho **highway,** and additional work on **Luanda jet airship** (FCW, May 29, 1961 and Feb. 12, 1962) went to Mota & Cia. Lda. and Constructora do Tamega & Cia. Lda., and work on the Rio Uezo-Rip Loge stretch and the Caxito Rio Loge stretch of Caxito-Ambrizete road assigned to local firm, Technil.

GREECE — Greek Telecommunications Organization to purchase 100,000 Kg **copper-steel wire** from Felten-Guilleaume Carlswerk A.G., Cologne, Germany. Value of contract about $102,250.

IRAQ—Under Government contract of ID 53,000 ($148,400) Yugoslav organization INGRA to put French-built Hamman al-Alil **cement factory** Mosul into operation within 6 months. $6.4 million factory, to have daily capacity of 350 tons, is one of two government-owned cement plants. Other is at Sarchinar.

ITALY—Export Corp. of Bethlehem Steel Corp., 701 E. Third St., Bethlehem, Pa., signed contract with SASSIM (Company for Crossing Straits and for Industrial Development of South) for preparing project for **bridge across Straits of Messina.** Bidding to open after technical studies. Design to be prepared by Steinman, Boynton, Gronquist & London of New York.

LEBANON—Lebanon Fruit Juice Co. purchased **juice extraction machinery** valued at $5-600,000 for proposed plant at Fanar, from FMC Corp., San Jose, California.

MOZAMBIQUE—Winning bid for long-term **sanitation, urbanization and street-paving** program in Beira submitted by Constructora do Tamega, Lda., P. O. Box 1238, Lourenco Marques. Total bid of $7,337,717 includes $4,589,248 for urban drainage project, $2,020,883 for suburban drainage project and $727,586 for street paving and sewerage works. (FCW 3-5-62).★

Low bid of $1,653,000 submitted by Moniz da Maia, Duarte & Vaz Guedes, Lda. (MAGUE), P. O. Box 1474, Lourenco Marques, for **mechanical ore-loading plant** at Lourenco Marques. Final award not made.

NETHERLANDS ANTILLES—In addition to participating in Oranjestad harbor expansion project (FCW, June 11), Atlantic and Pacific Co., 15 Park Row, New York, N.Y. given $1,009,500 contract for extension of **runway at Beatrix Airport.**

Another **dredging** contract in connection with these projects awarded to Royal Dutch Harborworks Co. by Island Government of Aruba.

PAKISTAN—Low bidder on **Mailsi-Bahawal link canal** (FCW, Feb. 6, 1961) was local firm, Mir Aslam Hasmat Khan. About $6.25 million involved. Additional information requested.

Contract for supply of equipment for **flood-warning system** under Indus Basin Settlement Plan went to Redifon Ltd., Carlton House, 11 b Regent St., London S.W.1, England.

SIERRA LEONE—Sierra Leone Development Corp. let contract valued at about $7 million for building **ore-loading pier** at Pepel to Taylor Woodrow (Sierra Leone), Freetown, Sierra Leone.

SINGAPORE—Contract for supply of long-range high-cover **radar system** awarded Decca Radar, 9 Albert Embankment, London, S.E. 11, England.

SOMALI—Contract for **Teacher Training Institute** went to Red Sea Contractors Ltd., Aden, Aden.

SPAIN—Two engineering contracts for highway projects awarded by Directorate General of Highways, Madrid. Frederick R. Harris Consultants of New York received contract for **320 kilometers of road** from Irun, San Sebastian, Bilbao, Victoria to San Sebastian; another contract went to Dortch of Munich, Germany, for **highway from French border** through Barcelona to Murcia.

AID gives Greece $10 million loan for private firms

Designed to spur small industry's part in 5-year development plan

The Agency for International Development (AID) has taken steps to assist Greek private enterprise in financing projects which will contribute to further economic development in the country.

U.S. development loans totaling $10 million to 2 Greek financial institutions have been approved; $5 million to the National Bank of Greece, the country's largest commercial bank, and $5 million to the Economic Development Financing Organization (EDFO), a public body established in 1954.

The dollars will be available for relending by these institutions. They will provide foreign exchange required by Greek private investors to finance development projects.

Assist small industry

The loans are designed primarily to assist Greek small industry in expanding its contribution to the country's current 5-Year Plan by providing for external financing needs.

The 5-Year development plan, covering the years 1960 to 1964, provides for a national investment of approximately $3.67 billion, and two-thirds of this amount will be in the private sector of the Greek economy.

Dates back to 1941

The National Bank of Greece dates back to 1841 and makes most Greek commercial and industrial loans and advances.

The National Bank numbers among its clients approximately 95% of all Greek industrial concerns.

EDFO, the second recipient, was organized through the cooperation of the Greek Government and the U.S. to administer approximately 240 million drachma, the Greek counterpart of U.S. aid loaned to Greek enterprises between 1948 and 1954 under previous arrangements between the U.S. and Greece.

The Corporation uses proceeds derived from payments and interest on these loans to finance development projects in Greece.

EDFO's assets at the end of 1961 approximated $119 million, of which $100 million was in loans and $12.5 million in government securities.

Terms of the 2 loans are identical: repayable in dollars over 15 years, including a 5-year grace period, and an interest rate of 4½%. AID funds provided under the loan would be utilized for U.S. procurement exclusively.

Spanish firm gets $10 million for power plant

Exim financing its second unit at private plant in Seville area

The Export-Import Bank of Washington has authorized a $10 million loan to Compania Sevillana de Electricidad, S.A., (Sevillana) of Spain to purchase U.S. electrical power generating equipment and related engineering services.

The loan will help finance a second 142,000-kw. turbo-electric generating unit for Sevillana's power station at Huelva, Spain.

International General Electric (IGE) of New York will sell Sevillana an oil-fired 1850 psi boiler (also capable of coal firing) with condenser, preheaters,deaerator and heat exchangers, double flow reheat turbine and a hydrogen cooled generator. IGE will finance a portion of the overall cost of the unit.

Gibbs and Hill of New York is the technical advisor for the project.

An Eximbank credit of $9.4 million in 1960 financed the U.S. share of the costs for the first generating unit at the Huelva plant.

Sevillana is one of the oldest private power companies in Spain, serving 6 million people in the city of Seville and a 36,000 square mile area in southwestern Spain.

The area's electrical load has grown steadily, and the projected unit is designed to meet the rising demand in the next 5 years.

The loan is repayable over a period of 15 years beginning in 1965.

Tariff hearing will investigate kitchen imports

Slated for Washington on July 25; will cover wide range of articles

The Tariff Commission has scheduled a public hearing to help determine if nonvitrified earthenware and crockery or fine-grained stoneware and earthenware are being imported into the U.S. in such quantities as to endanger domestic industries.

The hearing will be held at 10 a.m. on July 25 in the Tariff Commission's Hearing Room, in the Tariff Commission Building at 8th and E Streets, NW., Washington, D.C.

Objects under investigation include white granite and semiporcelain earthenware, cream-colored ware, terra cotta, and stoneware items for table or kitchen use as well as articles chiefly used in preparing, serving or storing food or beverages or their ingredients.

Persons desiring to be heard should notify the Secretary of the Tariff Commission in writing at least 5 days before the hearing.

The application filed in this case may be inspected at the Tariff Commission's Washington address or in its New York office in Room 437 of the Customhouse.

U.S. nuclear merchant ship to call at ports in Greece

The world's first nuclear-powered merchant ship, the N.S. Savannah, will call at ports in Greece when the vessel is ready for foreign voyages.

The Maritime Administration and the Atomic Energy Commission announced last week that the Greek Government and the U.S. Government signed the agreement.

This is the first such agreement to be signed between the U.S. and another nation.

Further agreements, however, are expected to be concluded shortly with several other countries.

'Flying' ship launched; starts Florida-Bahama run for Grace Line in 1963

Maritime Administration hopes this type of vessel will provide more competition with air travel

A seagoing ship made to "fly" was launched several days ago at a quiet ceremony in Oyster Bay, N.Y.

Announcement of the launching was made by the Maritime Administration and Grumman Aircraft Engineering Corp., joint developers of the experimental vessel.

The hydrofoil ship is the 90-ton, 104-foot H.S. Denison.

Spokesmen for the Maritime Administration and Grumman Aircraft said the Denison was built to become "the first operational, ocean-going hydrofoil ship in the world."

5 Feet above water

It is intended to fly 5 feet above the water by the principle of hydrofoils which raise the craft out of the water like wings lift a plane.

The Denison is scheduled to be operated next year on a passenger run between Port Everglades, Fla., and Nassau, Bahamas.

Grace Line, Inc., will be general agent for the run.

The Maritime Administration, in hopes that the ship would open the way to making short distance ocean travel more competitive with air travel, partially financed the $5 million development cost.

Case studies

Four specific case studies were made recently in connection with the Denison.

On the basis of these studies, the Maritime Administration reports, passenger hydrofoil craft appear to offer prospects of profitable operation in providing short range water transportation in the U.S.

Total costs of the hydrofoil service for several routes ranged between 4 and 7 cents per seat mile—less than those of aircraft, large ships, and helicopters at short range.

The research was confined to trade routes along the coasts and in the major harbors and bays of the continental U.S., between the U.S. and Alaska, among the Hawaiian Islands, from the continental U.S. to various U.S. islands, and to certain Canadian and Mexican ports.

It does not include inland routes along rivers or within lakes other than the Great Lakes, the Maritime Administration said.

First models of the craft likely to be designed for commercial use in the U.S. presumably will have maximum speeds of 60 knots, gross weights less than 500 tons, and ranges without refueling of no more than 1,000 nautical miles.

The four case studies are included in a publication entitled "The Economic Feasibility of Passenger Hydrofoil Craft in U.S. Domestic and Foreign Commerce."

It is available for $3.50 from the Office of Technical Services, Room 6321, U.S. Department of Commerce, Washington 25, D.C.

Turkish firm gets $5.3 million loan for tire plant

Affiliate of U.S. Rubber will make 33% of national requirements

The Agency for International Development (AID) has loaned 5.3 million dollars in Turkish currency to a Turkish subsidiary of the U. S. Rubber Company for construction of a new tire plant which is expected to meet a third of Turkey's tire needs.

The Turkish subsidiary, U. S. Royal Lastik, A.S., 60% owned by U. S. Rubber and 40% by Turkish investors, will build the plant at Adapazari.

Besides the loan funds, U. S. Rubber and its Turkish associates will make direct investments for new machinery and equipment.

Local production is expected to save a significant amount of Turkey's foreign exchange.

The plant will have an ultimate production capacity of 250,000 tires a year.

In addition to making truck, bus and passenger tires, the plant will produce about 560,000 pounds of tread rubber material annually.

The loan, to be made in 2 installments, is one of AID's so-called "Cooley loans," named for Congressman Harold D. Cooley of North Carolina.

These use local currency proceeds from sales of U. S. agricultural products to provide capital financing for private industry in the less developed countries.

To be eligible for an AID Cooley loan, an overseas firm must be associated with a U. S. based company.

This Cooley loan is the first to be made in an industrially developing nation of the Near East and South Asia region.

Brazil given grants for sewage and scholarship

Alliance also agrees to set up weather station, airport lights

Improvement of the water supply and sewage systems in 1,500 Brazilian towns is the objective of a new project agreement recently signed in Rio de Janeiro under the Alliance for Progress.

A second project will bolster graduate and undergraduate studies at the Institute of Technology of Sao Jose dos Campos University.

The first project involves a grant of $300,000, plus a Brazilian contribution of $87,500.

The educational grant is $477,000.

The 2-year water project will help Brazilian federal, state and local governments improve administration and management of water supply and sewage systems.

It will help create and operate a Community Water Supply Administration, including a training center for systems managers and other personnel.

Other Alliance agreements cover $78,000 for an approach light system at Galeao Airport in Rio de Janeiro and $51,415 for equipping the Meteorological Training Center, which serves the entire country, and establishment of an additional weather station.

The meteorological service of the Brazilian Air Force, Navy and Ministry of Agriculture will cooperate in setting up a coordinated national weather reporting system.

New Books and Reports

Investing and Licensing Conditions in 40 Countries. By the Editors of Business International. New York, New York. 212 pp. $75.

The 6th edition of Business International's investor's guide is a report on legislation and investment conditions affecting the operation of U.S. business in 40 world markets.

This study analyzes the latest laws, rulings, regulations and decrees that apply to establishing and maintaining profitable overseas operations.

It attempts to show where economic, social and political conditions favor new expanded licensing and investment programs and where there is danger.

This report gives country-by-country guidelines to local laws and regulations applicable to overseas plants, subsidiaries, trade and licensing agreements.

It lists special incentives for new industrial enterprises, tax holidays, guarantees of profit remittances in dollars and loans in local currencies to spur corporate development. The report also covers potential labor problems, heavy taxes, and governmental restrictions on foreign ownership and management.

Detailed case studies of leading corporations illustrate varied techniques now being used to capitalize on incentives offered in many countries and avoid operating difficulties in others.

The book, oriented toward the investor in Europe, lists all 18 of the major free European nations.

Turkish Economic Review for Finance-Industry-Trade; The Union of Chambers of Commerce, Industry and Commodity Exchanges of Turkey; by annual subscription, $12.

A new monthly publication in English designed for individuals and firms interested in analyses of economic developments in Turkey, news and legislation governing the economic life of the country, price movements, market trends, and related happenings.

Subscriptions may be entered at the Embassy of Turkey, Office of Commercial Counselor, 2523 Massachusetts Avenue, N. W., Washington 8, D. C.

Kuwait Welcomes Commerce. By John E. Felber. International Import Index, Newark, New Jersey. 48 pp. $1.

The first Kuwait-authorized guide book on trading with merchants in the sheikdom of Kuwait, "Kuwait Welcomes Commerce," lists specific business opportunities for qualified U.S. business firms seeking to export to the lucrative Kuwait market or establish manufacturing operations.

Kuwait's Ministry of Finance and Economy made texts of official decrees and regulations governing commercial practices, as well as procedures for the selection of appropriate Kuwaiti agents available to Mr. Felber.

The author, who is publisher of the International Import Index, inspected commercial sites being prepared for the expected influx of new business enterprises caused by liberalization of the country's views toward joint ventures.

Copies of "Kuwait Welcomes Commerce" may be ordered at $1 a copy postpaid from: International Import Index, 636 Federal Square, Newark 1, N. J.

Metallurgy and Corrosion Protection, Section D. Academy of Sciences of the USSR. Moscow. Translated by the Office of Technical Services, U.S. Department of Commerce. 127 pp. $1.25.

Russian automobiles having brake bands produced with a lining based on powdered metallurgy are described in *Metallurgy and Corrosion Protection, Section D*, an Office of Technical Services translation of 20 selected articles from a Soviet engineering periodical.

Other articles in the publication describe a refrigeration treatment of anti-friction bearing rings (races) to increase fatigue resistance, anticorrosive coatings, primarily platings and painting, for tropical climates such as Viet-Nam, and the use of anti-friction materials that include graphite based metals, pressed wood, plastics, plastic lined bearings and rubber.

Articles were translated for the Department of Commerce through a cooperative Federal agency translation program, coordinated by the National Science Foundation.

Through the program U. S. agencies select foreign scientific material for translation in certain foreign countries. The funding is made possible by the sale of surplus U. S. agricultural commodities to those countries under Public Law 83-480.

Order OTS 60-51088 from OTS, U. S. Department of Commerce, Washington 25, D. C. (Price $1.25)

Census publishes new duty list

Goes into effect on July 1; includes new GATT rates

A new edition of United States Import Duties Annotated for Statistical Reporting will be issued effective July 1, 1962 for use in preparing import entries and withdrawals.

Importers and brokers are urged to obtain copies of the publication promptly, since they will be required by Customs to prepare their import entries and withdrawals in terms of USIDA requirements.

The new edition will reflect the first stage of rate of duty changes under the 1960-61 GATT negotiations which are expected to become effective July 1, 1962.

It will also contain new commodity classifications established as the result of requests from users of the statistics.

Other changes aimed at eliminating excessive statistical detail and clarifying reporting requirements also will be reflected in the new edition.

This edition of USIDA will be issued in loose-leaf form at a cost of $4.00 per copy, plus $1.00 for foreign mailing. The price includes supplemental pages and bulletins covering changes for an indefinite period.

Sales copies were scheduled to be available at the Superintendent of Documents, Government Printing Office, Washington 25, D. C. beginning about June 15, 1962.

Instrumentation in Turkey, U.S. Department of Commerce, Washington, D.C. March 1962, 12 pp., 10 cents.

This latest country study in the Instrumentation Abroad Series shows that the U. S. share of the Turkish instrument market has averaged 9% in recent years, ranking us as the fourth largest supplier.

The study states that U. S. instrument makers might increase their sales by furnishing descriptive data, noting particularly technical improvements and changes.

There are now 35 such reports, representing 61 countries and areas which account for more than 90% of the U. S. instrument export market. Other reports are in preparation.

These publications are available from the U. S. Department of Commerce, Washington 25, D. C. and Department Field Offices.

Calendar *for international traders*

Star (★) indicates U.S. Department of Commerce exhibit participation.

June

18—Meeting of Institute of Distribution, Inc., University Club, New York, N.Y. Commerce Speaker: Peter T. Jones, Deputy Assistant Secretary of Commerce for Trade Policy.

18—Final Report Luncheon of Third Maryland Trade Tour, Lord Baltimore Hotel, Baltimore, Maryland. Sponsors: Maryland Port Authority, Baltimore Assn. of Commerce.

19-21—Materials Handling Institute Exposition, Cobo Hall, Detroit, Mich. ★

20—Export Managers Club luncheon meeting, New Orleans, La. Sponsor: New Orleans Chamber of Commerce; Small Business Administration; Regional Export Expansion Council; International House; Port of New Orleans. Commerce Speaker: Bernard Blankenheimer, Bureau of International Programs.

20—Southeastern "Let's Talk Business" Conference, Dinkler Plaza Hotel, Atlanta, Georgia. Sponsor: U. S. Department of Commerce. Commerce Speakers: Luther H. Hodges, Secretary of Commerce; Eugene M. Braderman, Bureau of International Programs; William L. Batt, Jr., Area Redevelopment Administration; Charles B. Lawrence, Bureau of the Census; Anthony A. Bertsch, Business and Defense Services Administration; Roy L. Morgan, Office of Field Services.

20—Export Opportunity Conference, Port Arthur Chamber of Commerce, Port Arthur, Tex. Sponsor: Port Arthur Chamber of Commerce. Commerce Speaker: George L. Malherbe, Manager, Houston Field Office.

20—Export Opportunity Conference, Beaumont Chamber of Commerce, Beaumont, Tex. Sponsor: Beaumont Chamber of Commerce, Commerce Speaker: George L. Malherbe, Manager, Houston Field Office.

21—Annual Convention, New Jersey Ceramic Assn., Harkers Hollow Golf Club, Phillipsburg, N. J. Commerce Speaker: Edward R. Killam, Business and Defense Services Administration.

21—Export Expansion Seminar, American Legion Hall, Philadelphia, Pa. Sponsor: Northeast Philadelphia Chamber of Commerce. Commerce Speakers: Walter Buchdahl, Bureau of International Programs; Patrick P. McCabe, Philadelphia Field Office.

21—President's Luncheon, Chamber of Commerce of Greater Pittsburgh and Pittsburgh World Trade Council, Pittsburgh, Pennsylvania.

25—Foreign Trade Institute, Oklahoma Center for Continuing Education, University of Oklahoma, Norman, Oklahoma. Commerce Speakers: Kenneth Auchincloss, Bureau of International Programs; Harry C. Meyers, Manager, Dallas Field Office.

26-28—World Trade Conference, Admiralty Hotel, Norfolk, Virginia. Commerce Speaker: Peter T. Jones, Deputy Assistant Secretary for Trade Policy. Other Commerce participants: E. E. Schnellbacher, Bureau of International Business Operations, Walter Lederer, Office of Business Economics. Sponsors: Mid-Atlantic Industries Assn.; Regional Export Expansion Council; U.S. Small Business Administration; U.S. Department of Commerce.

27—Luncheon Meeting, Lancaster Rotary Club, Lancaster, Pa. Commerce Speaker: John A. Moran, Bureau of International Business Operations.

27—Export Credit Insurance Meeting, Las Vegas Motor Inn, Houston, Tex. Sponsor: Houston Assn. of Credit Management Women's Group. Commerce Speaker: George Krohn, Houston Field Office.

July

4—Columbia University Seminar on the European Economic Community, Columbia University, New York, N.Y. Commerce Speaker: William B. Dale, Deputy Assistant Secretary for International Affairs.

11—Export Expansion Seminar, Grenada Hotel, San Antonio, Tex.

17—Regular Monthly Luncheon Meeting, International Executives Assn., Inc., Hotel Statler-Hilton, New York, N.Y. Commerce Speaker: William B. Dale, Deputy Assistant Secretary for International Affairs.

18—Honolulu Foreign Trade Workshop, Ala Moana Banquet Hall, Honolulu, Hawaii. Sponsors: Chamber of Commerce of Honolulu, University of Hawaii, U.S. Small Business Administration, U.S. Department of Commerce. Commerce Speaker: George A. Black, Honolulu Field Office.

19-20—Ninth Annual Meeting, National Conference on International Economic and Social Development, Palmer House, Chicago, Ill. Theme: "The Alliance for Progress."

22-25—Conference for Unity of the Americas, Chicago, Illinois. Commerce Speaker: Dr. Jay H. Cerf, Deputy Assistant Secretary for Program Development.

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